



THE OUTING OF MPs
Chris Smith on a misguided campaign that damages gay liberation, page 14



FASHION
Paris: a gorgeous feminine muddle
Iain R. Webb, p12,13



WIN A HOLIDAY A DAY
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Don't forget your passport, p6

20P



THE TIMES

No. 65,221

WEDNESDAY MARCH 22 1995

Husband has paid high price for affair, says wife

Deputy governor quits Bank over 'foolish mistakes'

By PATRICIA TEHAN, BANKING CORRESPONDENT

RUPERT Pennant-Rea resigned from his £180,000 a year post as deputy governor of the Bank of England yesterday after disclosures about his three-year affair with a financial journalist.

Mr Pennant-Rea said in his resignation letter to Kenneth Clarke that he was stepping down "with great regret" to avoid the possibility of the Bank "being damaged by some foolish mistakes that I made, albeit more than a year ago". He is not expected to receive a pay-off.

The Bank has been at the centre of numerous City scandals in its 300-year history — most of them concerning other institutions; while this is not the most damaging, it is certainly the most titillating.

Mr Pennant-Rea's career at the Bank was ended by Mary Ellen Synon's revelations in a Sunday newspaper about their relationship, which began when Mr Pennant-Rea, 47, was editor of *The Economist* and ended last year. Ms



Pennant-Rea: sought to avoid damaging the bank

Synon, 44, is the magazine's Ireland correspondent.

Eddie George, the Bank's governor, is understood to have known about the affair for about a year and had given his deputy the backing to stay on. But yesterday he issued a brief statement saying he understood Mr Pennant-Rea's reasons for going. It was a matter of "deep personal regret" and he greatly respected his determination to minimise any damage to the Bank.

The Prime Minister was also kept informed of the situation and had confirmation of Mr Pennant-Rea's resignation this morning.

Mr Pennant-Rea's third wife, Helen, said yesterday that she, too, had been told of the affair about a year ago, and was standing by her husband.

In a statement read out from the doorstep of their Chelsea home, she said they had spent the past year trying to rebuild their marriage and that her husband had "paid a very high price" for choosing to

stay with his family. The couple have a nine-year-old son, Edward, and two children, Rory and Emily, from Mr Pennant-Rea's second marriage.

She added "Despite the obvious desire to correct the many hurtful falsehoods that have been printed in the press since Sunday neither Rupert nor I will be saying anything further."

Ms Synon, who yesterday described herself as more like Miss Marple than Sharon Stone and as a "monument to Darnley", told RTE radio in Dublin yesterday that she had revealed the details of the affair because of the way the relationship ended.

"If he had even been vaguely nice about this I would probably have cooled off in 20 minutes. But the fact that he was kind of deadly and vicious about it just made me angry. The really dumb thing was being so vicious to the woman involved. If you're going to dump, don't dump a financial journalist if you're the deputy

governor of the Bank of England, that's dumb."

Despite Ms Synon's revelations, most in the City had expected Mr Pennant-Rea to keep his job. The head of one bank said last night that he was seen to have done his job effectively, and added: "I do not think that there are many places in the world where this would be a resigning matter."

However, senior banking sources said he had no alternative but to go. As well as deputising for Mr George, Mr Pennant-Rea was responsible for staff discipline: he felt that the disclosures damaged his credibility.

Mr Pennant-Rea, who joined the Bank in July 1993, is expected to be difficult to replace. The Government will be involved in the choice of a successor and the appointment would be announced by Downing Street. Candidates include the four directors of the Bank's main divisions: Ian Plenderleith, Ben Kent, Brian Quinn and Mervyn King.

In his short time, at Threadneedle Street, Mr Pennant-Rea led a restructuring of the Bank's internal organisation, which was described by Mr George yesterday as quite outstanding. The Chancellor, too, praised the deputy governor's work in his reply to the resignation letter. Mr Clarke said Mr Pennant-Rea had done an exceptional job and thanked him for his "hard and effective work" during the Barings crisis.

Jilted mistress, page 3
Leading article, page 15
Pennington, page 23



Helen Pennant-Rea announcing yesterday that she is standing by her husband

Blair puts his team on alert for snap election

By PHILIP WEBSTER, POLITICAL EDITOR

TONY BLAIR is to give a warning to the Shadow Cabinet tonight that Labour could soon be facing a general election called by a new Conservative Prime Minister.

The Labour leader will put his team on a war footing, telling them that the Conservatives are now in the sort of panic mood that preceded the downfall of Baroness Thatcher and that Michael Heseltine is the front-runner to take over if John Major goes.

Mr Blair is to announce substantial new responsibilities for John Prescott, Gordon Brown and Robin Cook as he tells the Shadow Cabinet that he is bringing forward policy and campaign preparations in readiness for an early poll.

He will also ban Shadow Cabinet members from making any spending commitments before detailed work on the election manifesto begins, warning them that the Conservatives are desperate again to portray Labour as a high-spending party.

In an important strengthening of Mr Brown's and Mr Cook's positions, the Shadow Chancellor is to head a new strategy team that is to meet daily and will handle day-to-day tactics and planning ahead for the election, and Mr Cook will head a new policy "star chamber".

Mr Blair's surprise message reflects a growing belief within the leadership that the election may come earlier than expected. Some Shadow Cabinet members privately see a snap election, called to cash in on the inevitable honeymoon that would be enjoyed by a new Tory leader, as one of the few serious threats to their hopes of returning to power for the first time since 1979.

There will be suspicions that Continued on page 2, col 3

Politics, page 7



Mary Ellen Synon: "monument to Darnley"

Cabinet anti-gaffe group to improve ministers' PR

By JILL SHERMAN AND PHILIP WEBSTER

THE Prime Minister acted yesterday to halt the stream of gaffes that has dogged the Government's steps in recent weeks.

As John Major faced another close Commons vote on Europe, it was disclosed that the Prime Minister had set up a new Cabinet committee to improve the presentation and co-ordination of government policy.

The committee, chaired by David Hunt, the cabinet troubleshooter, met for the first time yesterday. One of its main purposes will be to try to enable the Government to avoid the pitfalls that have

plagued the Tories over recent weeks when ministers have offered different interpretations of government policy.

The announcement came on the day that Michael Howard, the Home Secretary, contradicted remarks by the Chancellor last week by insisting that the "feel-good" factor would be experienced well before the next election.

The spectacle of two senior ministers apparently at loggerheads further strained the patience of Tory MPs. Jeremy Hanley, the party chairman, who has been guilty of several gaffes himself, will be on the committee with Tony Newton, the Leader of the Commons, and Viscount Cranborne, Leader of the Lords.

Other ministers will be invited to attend when necessary, as will Christopher Meyer, Mr Major's press secretary, and Norman Blackwell, head of the No 10 policy unit.

Downing Street denied that

Japanese gas mask mystery

Sales of shares in Japan's only gas mask manufacturer rose 100 times above average last week — only two days before the poison gas attack which killed eight people and injured 4,700, 50 of them critically, in Tokyo's subway system.

Residents living near four subway stations on the worst affected line said that police were swarming around the stations as late as midnight on Sunday, only eight hours before the first reports of the incident. Page 11

Santer seeks new Brussels powers

Brussels should have the right to shape Europe's foreign and security policy, Jacques Santer, the President of the European Commission, has said.

Unveiling proposals for next year's review of the Maastricht Treaty, Mr Santer also called for Brussels to have greater influence over justice and home affairs. Page 8

Excited youngsters force royal retreat

FROM ALAN HAMILTON IN CAPE TOWN

EXUBERANT black youths mobbed the Queen during her visit to a sports centre near Cape Town yesterday, forcing her to curtail her programme and beat a retreat to the safety of her car.

Hundreds of excited youths surrounded the Queen as she watched a display of mini-cricket, and the Duke of Edinburgh attempted to watch a display of mini-rugby. The crowd was entirely good natured, and Palace officials stressed that there had been no threat to security.

The incident happened during a brief stop by the royal party to see a training programme designed to encourage and improve sport in the black townships. As the Queen stopped to watch a mini-cricket match, players from other matches crowded around her, preventing her from going any further.

Bodyguards reversed her Range Rover through the crowd and took her to safety. She left the centre five minutes

ahead of schedule. "This is quite a scrum," Mome Du Plessis, manager of the South African rugby team, who was on hand to show the queen round, said. A member of the royal entourage shrugged his shoulders and commented: "That's Africa."

Royal officials said that, with the Queen due to visit four other townships, including Soweto, they would reassess crowd control measures, but there was no question of curtailing her programme. "If the Queen gets such a warm welcome in the other townships, she will be very happy," a Palace spokesman said.

Earlier, the royal party attended St George's cathedral, Cape Town, to mark South Africa's first Human Rights Day, held on the 35th anniversary of the Sharpeville Massacre when 69 blacks protesting at the Pass laws were shot dead by police.

Sharpeville service, page 9
Simon Jenkins, page 14

Tunnel defences foil Napoleon's invasion

By JONATHAN PRYNN, TRANSPORT CORRESPONDENT

A STRAY dog sparked a major Channel Tunnel security alert after penetrating train terminal defences at Calais and striking out for England. The Alsatian bitch, christened Napoleon by her French captors, was run to ground last week two and a half miles into the 31-mile tunnel after evading at least two lines of elaborate anti-rabies defences.

The dog was finally halted by humane stun barriers installed through the tunnel and designed to

deliver a painful but non-fatal shock to any animals giving security guards the slip.

Eurotunnel said the dog gave herself up without a struggle after being tracked down by guards, and was handed over to the SPA, the French animal welfare group. She is currently recovering from her ordeal in a Calais kennel and has tested negative for rabies.

The SPA said the incident was the sixth time it had been called out to deal with animals on Eurotunnel property, although it was the first time one had entered the tunnel.

The other dogs have either jumped the fence, dug under it, or swum into the Eurotunnel compound from a nearby river, said Pierre Carpentier, an SPA spokesman.

Eurotunnel devoted huge resources to making the tunnel animal-proof in consultation with vets, the RSPCA and the Ministry of Agriculture, as well as the electric shock barriers, there is poisoned bait for rats every 100 yards, and all service pipes are sealed by wire mesh. There are also daily tunnel inspections for bat colonies.

A Eurotunnel spokeswoman said: "The point is, the dog didn't get

through. It proves the systems we have put in place work. It is a pretty hostile environment for a dog down there." However, the dog did slip through at least two layers of defences — a 10-foot-high perimeter security fence at the Channel Tunnel terminal and an animal-proof fence surrounding the entrances to the tunnels.

Mark Watts, the Labour Euro MP for Kent East, called on Eurotunnel to beef up its security. "If this dog has got through then others could do the same unless Eurotunnel makes tougher security measures to stop this happening again," he said.

INDEX	
Arts	30, 31
Births, marriages, deaths	36
Bridge	37
Chess	37
Court and Social	16
Fashion	12
Homes	19
Leading articles	15
Obituaries	17
Weather	20
TV & Radio	38, 39

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Little and large approve a small surprise



Alan Duncan

Small is beautiful! Yesterday saw a Commons victory for the teeny-weenies. Britain's smallest male MP struck a blow for England's smallest county. Alan Duncan (SR 51n) (C, Rutland & Melton) has beaten his tiny fists on ministers' doors until, defeating Whitehall scepticism, he has won for Rutland the chance to re-emerge as an English county. Yesterday came the announcement.

It was a double whammy — or double whammykins. The scale of the bonus MP's achievement emerged as, during a dull statement on local government reorganisation, the Environment Secretary John Gummer sprang his small surprise. "I am minded to agree that the historic county of Rutland should regain its independence", Duncan (the nickname



MATTHEW PARRIS
POLITICAL SKETCH

"Hunky-Dunky" has been coined, probably by him) bounced eagerly up and down on his bench as, next to him, the vast Eric Pickles (C, Brentwood & Ongar), rippling gently, glanced down with amused tolerance at his small neighbour like a St Bernard contemplating an excitable poodle.

Areas of Mr Pickles are so far removed from other areas of Mr Pickles that there really is a case for a Commission to consider a possible Pickles Reorganisation, removing his status as a unitary structure and turning him into a multi-tier authority. At times only his huge braces appear to be keeping the whole thing together. Mr Pickles is one of those MPs for whom trousers answer the demands of structural safety as well as common decency.

As Rutland's population, added Gummer, "is just 33,000", he would first need to be satisfied that so small a county could be viable. Why ever not? Duncan is perfectly viable, though occupying half the space of Pickles. Indeed, a Duncan creates more noise than a brace of Pickles. He prelates by decades the latest Japanese invention of miniature loudspeakers producing a full range of sound.

He produced it yesterday. Rutland, he declared was "at the starting gates". Now all the proto-county needed to do was show it was a runner. He added: "And my Rt Hon Friend will fire the starting gun".

Such was Duncan's excitement and energy that one felt that even a popgun in his hands could have become a lethal weapon. People sometimes say that the all-knowing Almighty, seeing how small some of His creatures are to be, has made them boisterous to compensate. But I think that, seeing how boisterous Mr Duncan was going to be, the Almighty made him small, to limit the damage.

Not that he was alone in feeling strongly. His colleague, the hefty Patrick McLoughlin (C, West Derbyshire), in a massive sulk about Gummer's failure to abolish Derbyshire County Council, glared at the Environment Secretary with the expression of one whose risk

has just been snatched away from him. Only Lady Olga Maitland kept smiling — staring at Mr Gummer with an expression of complete adoration, her pearls swinging. At Cambridge, Gummer once enjoyed a friendship with Arianna Stassinopoulos who displayed a touching tendresse for him. Obviously something about this midget evangelist attracts rich women: a sort of *Salome syndrome*.

Such was our amusement that we all but overlooked what Gummer was doing. Starting from yesterday, every town of any size which has not achieved "unitary status" will start to want it. Carlisle and Eastbourne (or their MPs) were jumping up and down already. Years of restlessness and anger lie ahead.

Local government reorganisation

Gummer moves to banish boundary 'inconsistencies'

By IAN MURRAY, COMMUNITY CORRESPONDENT

THE Environment Secretary yesterday saved Dorset from being dismembered in the reorganisation of local government but denied the New Forest the right to become an all-purpose unitary authority within Hampshire.

John Gummer confirmed, however, that Berkshire would be divided into six unitary authorities and that Worcester and Hereford would be separated.

Announcing his decisions on the final 12 councils in the reorganisation of England, Mr Gummer said he was "minded to agree that the historic county of Rutland should regain its independence", but added that because the area was small he would have to be satisfied that good practical arrangements could be made for services.

Other locations granted unitary status yesterday were Derby, Stoke-on-Trent, Nottingham, Leicester, Portsmouth, Southampton, Plymouth, Torbay, Southend, Brighton with Hove and Thamesdown (Swindon). Although Dorset will retain a county council, Bournemouth and Poole will be unitary authorities. But the case for unitary status for the New Forest was "not sufficiently made out in a district which has more in common with the many districts recommended to remain in a two-tier structure", Mr Gummer said.

He announced earlier this month that he would be asking the Local Government Commission to reconsider the case for unitary authorities in 20 towns or districts. Yesterday, as well as putting a

question mark over Rutland, he said he had added Norwich and Wrexham, Shropshire, to the list at Labour's request.

Frank Dobson, Shadow Environment Secretary, welcomed the Commons statement, but added: "The changes that are now being proposed are changes to things the Tories got wrong in the past. What it boils down to is a recreation of county boroughs, which should never have lost their county borough status in the first place."

The task of completing the reorganisation of local government in shire England has been given to Sir David Cooksey, 54, a venture capital manager who has been chairman of the Audit Commission for eight years.

After his appointment as chairman of the Local Government Commission was announced yesterday, Sir David said his aim was to end local government "inconsistencies" he believed were put forward by Sir John Banham, who was also his predecessor at the Audit Commission. Sir John resigned earlier this month after Mr Gummer announced he would not accept many of his recommendations.

The Secretary of State told the Commons that Sir David had been given 12 months from July 1 to finish the reorganisation. The new chairman said, however, that he hoped to complete the review of the 23 areas awaiting a final decision by the end of this year.

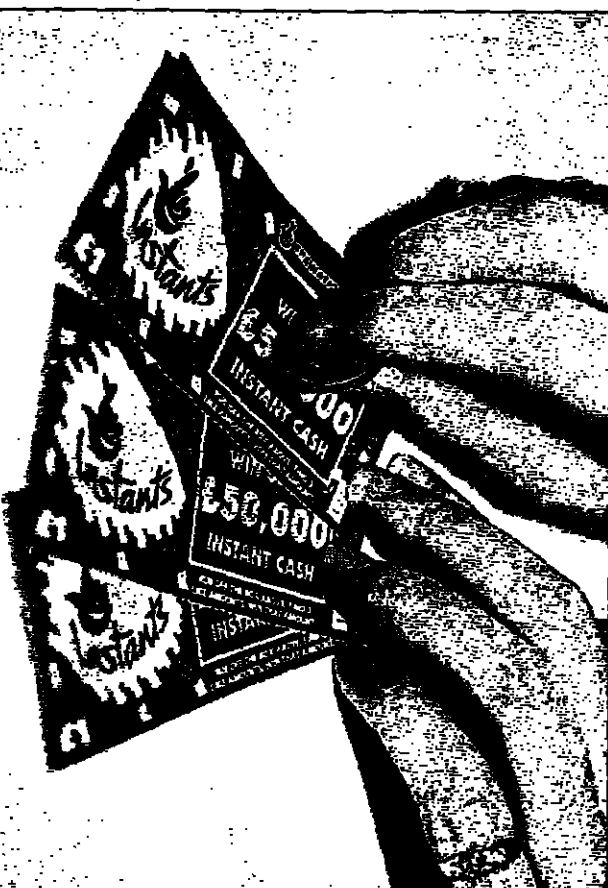
"During the time that the reorganisation has been going on I have seen local government slipping backwards because people are not concentrating on providing the services," he said. "I want to work quickly to end the uncertainty so that people can get on with their job."

"Some of the old county boroughs, which used to run their own affairs, could work quite well on their own again. However I will take no decisions until I have had the chance to carry out a full consultation with everyone concerned. I am aware that there are likely to be pressures on me, but if you look at my record at the Audit Commission you will see that I am not the sort of person who will knuckle down to politicians."

Sir John last night advised his successor to listen to the people and not to politicians with vested interest. "I am sure he is sufficiently independent to do just that," he said.



Gummer: statement



Instant sales of the £1 scratch-cards were short-lived

Computer fault hits lottery card

By ALEXANDRA FREAN AND MARIANNE DARCH

THE National Lottery's scratch-card competition got off to a disastrous start yesterday when the lottery computer failed and Camelot, the organiser, was forced to admit it did not know when "Instant" would be up and running.

The launch party, at London Zoo in the morning, had been attended by a host of sporting celebrities. Within hours, problems began to develop in the game's computer software and by midday most of the 10,000 scratch-card retailers were unable to sell them.

Last night Ofot, the National Lottery regulator, intervened for the first time since its launch 18 weeks ago and

ordered Camelot to place advertisements in the national and regional press to explain the problem.

Peter Davis, the director-general, said he was concerned that people would not be able to claim their instant prizes immediately because their tickets could not be validated.

David Rigg, director of communications for Camelot, explained that the £1 scratch-cards were marked with a security bar-code which had to be swiped through special terminals to validate them and to prevent fraud. The software failure "means that we cannot sell tickets," he said. "We do not know when it will be fixed."

Tatchell's 'fascist tactics' under fire from MPs

By ANDREW PIERCE AND NICHOLAS WAIT

SENIOR politicians launched their strongest attack last night on the "fascist" techniques of militant homosexuals who sent a letter to an Ulster Unionist MP urging him to "come out" only weeks before his death of a heart attack on Monday.

A letter was sent by recorded delivery, from the OutRage! organisation, to Sir James Kilfedder, the Popular Unionist MP, on January 28. Sir James, 66, died only hours after Peter Tatchell, the architect of the outing campaign, told BBC television that an Ulster Unionist MP had been sent a "come out" letter.

Edwina Currie, who led the unsuccessful Commons campaign for an equal age of consent for homosexuals, said: "Peter Tatchell is a fascist. The outing campaign is cruel, wicked and evil. He needs to be denounced by other gay people. He is making it harder for them to come out."

Sir James, a bachelor, voted for 21 as the homosexual age of consent last year. Mr Tatchell, the Labour candidate in Bermondsey in 1983, the party's worst post-war by-election performance, came out two months after the by-election. Mr Tatchell's "outing letter" led to the Bishop of London's statement on his "ambiguous" sexuality last week. The same letter has been sent to 19 other MPs whose names were culled from a list of 50 politicians who OutRage! believe to be gay. Many are married with children. The other 30 MPs may receive the same letters soon.

Dame Jill Knight, a member of the Tory 1922 committee, said: "I am devastated to think that Jim Kilfedder received that sort of letter a few weeks before he died. I can well believe that it could have been a contributory factor to his death. Anyone with any conscience should think long and hard before they send it to anyone else."

In a statement last night to *The Times*, Peter Tatchell said: "Over recent weeks OutRage! has been pressured by several journalists to out a Unionist MP. We have steadfastly refused to expose him. Through-out Monday some journalists were apparently telephoning a Unionist MP's office and falsely suggesting that OutRage! would reveal him to be a homosexual. Our letter to MPs was to encourage and support them to come out as homosexual of their own free will. We stressed that the choice was up to them."

The actor Michael Cashman, a leading member of Stonewall, the gay rights equality organisation, said: "Peter Tatchell is doing the work of the tabloids. He will not win support for the cause."

Major warns against sacking of teachers

John Major warned local authorities yesterday against sacking teachers as the Government's public sector pay policy came under siege. As teachers, parents and governors lobbied Parliament for more money to fund the 2.7 per cent teachers' pay award and said that 10,000 jobs could be axed, the Prime Minister brushed aside Tony Blair's call for ministers to intervene to help councils struggling to meet higher pay bills. Councils should cut administrative staff and not "single out teachers in the classroom", Mr Major said.

Health ministers found themselves under growing pressure from organisations representing hundreds of thousands of nurses and midwives angered by the offer of 1 per cent across the board and up to 2 per cent through local bargaining, but they insisted that the Government would not back down over its insistence that NHS staff negotiate local deals. Gerry Malone, the Health Minister, said he was concerned about the threat of industrial action by midwives, but that he would not backtrack.

Education rally, page 4

Sex change test case

A man who lost his job when he underwent surgery to become a woman launched a test claim at the European Court of Justice yesterday, accusing the Government of sexual discrimination. The transsexual, not identified, was a general manager with Cornwall County Council before being made redundant at the end of 1992. A ruling is expected later this year. An industrial tribunal has already ruled that transsexuals are not covered by the Sex Discrimination Act.

Bad tenants face eviction

Noisy council tenants could face eviction under legislation being prepared by the Government. The idea, being tested on an estate in Manchester, is included in an Environment Department consultation document due to be issued later this month. The document proposes that new tenants would receive a probationary lease as a "clear signal" that they could be evicted at short notice if they caused trouble. The document adds that a secure tenancy is an asset that should be earned.

Warsaw award challenge

A survivor of the Warsaw ghetto was wrongly awarded compensation over the Nazi destruction of her family's estates in Poland, solicitors acting for the German Government will argue today. Zofia Paprocki, 52, a Catholic nun with Jewish antecedents, of Cricklewood, north London, was granted an award estimated at £28 million last year. Legal representatives of the Bonn Government will argue at the High Court in London that the British court exceeded its jurisdiction.

DNA test 'trapped sailor'

DNA tests were used to trap a Royal Navy radio operator who subjected his male superior to a vicious sexual assault during a Nato posting to Portugal, a court martial at HMS Nelson in Portsmouth was told yesterday. Mark Tonks, 23, had denied all knowledge of the assault on the 33-year-old male petty officer but blood on his clothing allegedly matched that of his victim. He denies charges of causing previous bodily harm and indecent assault. The hearing continues today.

Drug use in school rises

The drug agency Release receives 400 per cent more calls from pupils, teachers and parents who are worried about the use of drugs in the playground than two years ago. Speaking tonight on the television programme *Here and Now* (BBC1, 7.30pm), Sally Taylorson, Release spokeswoman, says that no school is unaffected by drugs. There are no official statistics but recent research shows that almost half of 15 and 16-year-olds have tried cannabis.

Bus driver cleared

The driver of a bus in which three Girl Guides and two of their leaders died after it struck a low bridge yesterday cleared of dangerous driving by a jury at Glasgow Sheriff Court. Relatives of the girls wept and shouted abuse as Campbell Devlin, 30, was found guilty of the lesser charge of careless driving. Devlin, of Cathcart, Glasgow, was also cleared of two charges relating to alleged tachograph defects. Sentence was deferred for social inquiry reports.

Prison record criticised

High levels of sick leave among staff at Shrewsbury prison are criticised in a report published yesterday by Judge Stephen Tumin, chief inspector of prisons. He found that, on average, almost 19 staff were absent every day in the 12 months before his inspection. His report says that, on one day, 22 of the 120 officers and three of the 23 senior officers were on sick leave. The figure was 370 per cent above the "target" set by the prison service. Judge Tumin called for more effective management.

Bishop of East Anglia



The Pope announced yesterday that Monsignor Peter Smith, left, is to be the new Roman Catholic Bishop of East Anglia. South London-born Mgr Smith, who at 51 will be the youngest diocesan bishop in England and Wales, will become spiritual head of 88,000 Catholics across the counties of Cambridge, Norfolk and Suffolk. At present he is in charge of St John's seminary at Woburn, Surrey.

Cyanide kills 5,000 fish

At least 5,000 fish in the Blackwater River in Hampshire died from cyanide poisoning. Thousands of gallons of the chemical leaked into the river through a road drain on the outskirts of Aldershot, according to the National Rivers Authority. NRA officials said yesterday that they had traced the source of the pollution to nearby industrial premises and had launched an investigation with a view to taking legal action. They could not yet name the company responsible.

Labour sets out to rock voters

By ALICE THOMSON, POLITICAL REPORTER

LABOUR yesterday set out to woo the country from the back of a trailer with the help of an ageing rockband.

Billed as the "the biggest political crusade this country has ever seen", the Rolling Rose trailer, the brainchild of John Prescott, will tour for seven months. "A mixture of politics and fun rather than drugs, sex and rock 'n' roll," party officials explained.

Yesterday, at London's Hays Galleria, near Tower Bridge, the actor Richard Wilson was guest compere, doing a warm-up act on Michael Portillo's haircut. Shadow ministers were soon swaying

to the Rolling Roses band. Four new party members were presented with giant party cards.

There were mixed reviews. Becky Rena, 18, said: "Most young people are switched off by politics. At least Labour are making an effort."

□ In the campaign for the local elections in England and Wales, Frank Dobson, Shadow Environment Secretary, said the average council tax in Tory areas was £524, but £495 in Labour areas. Jeremy Hanley, the Tory chairman, said that in 1994-5 Labour councils cost a third more than Conservative councils.

Blair poll alert

Continued from page 1

In making his opinions so publicly plain to the Shadow Cabinet, Mr Blair is trying to pre-empt that outcome. His expected remarks also seem intended to destabilise already rattled Conservative parliamentary party. The fresh momentum on policy reflects fears that an easier-than-expected victory on Clause 4 could lead to a sense of drift in the party.

Sources close to Mr Blair confirmed last night that he believed that Mr Heseltine was at present best-placed to profit from the removal of Mr Major, and that he believed an immediate election would almost certainly result.

Mr Prescott, the deputy Labour leader, has been asked by Mr Blair to chair a new regional policy commission. In

addition to his current duties of being in charge, along with Mr Blair, of party campaigns and overall strategy, co-ordinating the party's European efforts and "shadowing" Jeremy Hanley, the Conservative Party chairman. The commission will carry out a cross-government audit of the costs of social division and develop a policy to make quangos more democratic. He will report directly to Mr Blair.

The new responsibilities are to be assumed immediately and confirm Mr Prescott, Mr Brown and Mr Cook as Mr Blair's leading lieutenants.

Mr Blair is planning to tell his colleagues that, in spite of Labour's current high popularity, complacency could still threaten election victory.

Politics, page 7

1,000 jobs to go at PowerGen

By PHILIP BASSETT
INDUSTRIAL EDITOR

THE privatised electricity generator PowerGen is to abolish up to a thousand jobs. The company disclosed the cuts as Ed Wallis, the chief executive, defended his salary and £12 million share options package and admitted that he had three other jobs paying an additional £36,000.

Sir Colin Southgate, company chairman, revealed the job cuts when the two were questioned by MPs on the Commons employment select committee. He gave no details of where the cuts, which will reduce the workforce to about 3,100, would fall.

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a surprise choice for
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England, admitting
conference announced
appointment in January
that he had been "re-
ed" when approached.
His departure
Bank yesterday
sudden and came
of his relationship
Mary Ellen Sargent
freelance journalist
Mr Pennant-Rae
pointment two years
seen as an attempt
Major to mollify
promotion of Eddie
from deputy
There had been pressure
appoint an outsider
Pennant-Rae was
choice of Sarah
Major's policy
Hogg was also believed
behind his appointment
editor of *The Economist*
Born in Zimbabwe
educated at Trinity
Dublin, and
University, and worked
General and
Workers' Union
to the Bank of England
during the seventies
worked as a policy adviser
to the Social Democrats.
Despite his reputation as a
maverick — he once called
for the legalisation of canna-
bis and usually wears his
woulton tank top — he had a
cautious approach to central
banking. He was seen as a

SATURDAY IN

The world a
to Dan
GINNY DOUGARY MEET
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IN
CAR 91

'Don't dump a financial journalist if you're deputy governor of the Bank. That's dumb'

Jilted mistress says banker promised to leave his wife

BY LIN JENKINS

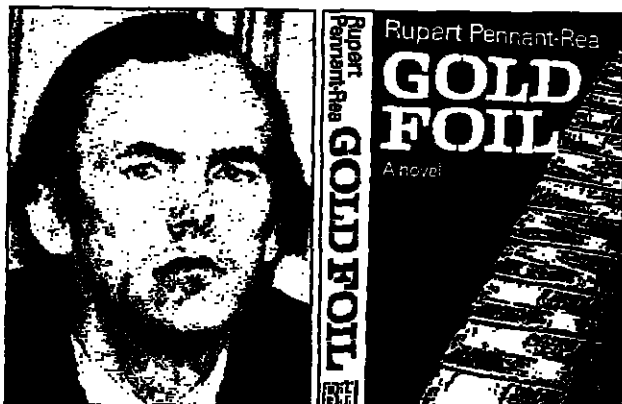
THE jilted mistress of Rupert Pennant-Rea yesterday defended her decision to disclose details of her affair with the deputy governor of the Bank of England, saying that he had turned "deadly and vicious" when the relationship ended.

Mary Ellen Synon opted for the course taken by many a scorned woman when her lover backed down on a promise to leave his third wife and make her the fourth Mrs Pennant-Rea.

Speaking on RTE radio in Dublin about her actions, she said: "If he had even been vaguely nice about this I would probably have cooled off in 20 minutes. But the fact that he was kind of deadly and vicious about it just made me very angry."

She said she had not wanted Mr Pennant-Rea to lose his job: "The thing is, I suspect he is very good at it." However, she had told her former lover that she was not prepared to conceal the truth once he ended the affair. "This thing has been in the rumour mill for at least the last year. I had told Rupert at the time when we broke up that I wasn't going to lie for him any more. I had three years of lying to all my closest friends."

"I said, 'Listen, from now on when my friends ask me why I



Rupert Pennant-Rea: his lover claims he based a character in his novel *Gold Foil* on her

burst into tears about three times a day I'm going to tell them and if it gets out that's your look out and I don't care who knows.' As far as I'm concerned this is public property now because it's had a terrible influence on my life. He started screaming and shouting that I mustn't tell anybody and I said, 'You can't tell me I have to lie for the rest of my life, you deal with it.'"

Miss Synon, 44, a freelance journalist and Ireland correspondent for *The Economist*, first met Mr Pennant-Rea at Trinity College, Dublin, in the late 60s. In 1976 they had what she described as "our first encounter", when he was between his first marriage to

Economist, he came to Dublin on business. There followed, she said, a deluge of love letters and telephone calls. "In the end he gave me his absolute word he was going to divorce his third wife, whom he married under most unfortunate circumstances. But it didn't happen." Miss Synon moved to London in 1992, but the relationship deteriorated when Mr Pennant-Rea was asked by Norman Lamont, then Chancellor of the Exchequer, to go to the Bank of England. She claimed yesterday that details of the affair emerged only when journalists turned up in Cork, where she lives. However, Miss Synon is thought to have taken her story to *The Guardian* last week, which declined to run it, before it appeared in the *Sunday Mirror*.

During their affair, she said, Mr Pennant-Rea used his official car to visit her house, where they made love, and she accompanied him on a business trip to the United States. They also made love on the floor of his office at the Bank. Miss Synon said she had been surprised by the colourful details of the affair as described in tabloid newspapers. "I mean, he is nearly 50, I'm 44. I get tired, he gets tired." References to her underwear in his letters have also caused embarrassment.

"It's stuff that shouldn't have seen the light of day. I'm not Sharon Stone, I'm really more like Miss Marple. It's wonderful what the male imagination does. I'm a monument to Darnley."

She said that when the affair was finally over, a friend told her that Mr Pennant-Rea had apparently staggered on to a railway line with thoughts of suicide. He later turned up at her home. "It could have been a pantomime for my benefit but... he's a very unhappy man."

Miss Synon tried to restore contact, but her attempt elicited a letter from his solicitor. Unhappy at his reaction, she contacted his second wife, Jane, with an offer to swear an affidavit about the alleged unhappiness in the Pennant-Rea home, knowing that the pair were in dispute over their children Emily and Rory. She said yesterday that, because of his behaviour, Mr Pennant-Rea was perhaps not the best possible choice for his job at the Bank. "It showed very bad judgment, but the really dumb thing was being so vicious to the woman involved. If you're going to dump, don't dump a financial journalist if you're the deputy governor of the Bank of England. That's dumb."

Banker resigns, page 1



Mary Ellen Synon: "I'm not Sharon Stone, I'm really more like Miss Marple"

Surprise choice known for monetary caution

BY PATRICIA TEHAN
BANKING CORRESPONDENT

RUPERT Pennant-Rea was a surprise choice for deputy governorship of the Bank of England, admitting at a press conference announcing his appointment in January 1993 that he had been "gobsmacked" when approached.

His departure from the Bank yesterday was just as sudden and came after criticism of his relationship with Mary Ellen Synon, 44, a freelance journalist.

Mr Pennant-Rea's appointment two years ago was seen as an attempt by John Major to mollify critics of the promotion of Eddie George from deputy to Governor. There had been pressure to appoint an outsider and Mr Pennant-Rea was seen as the choice of Sarah Hogg, Mr Major's policy adviser. Ms Hogg was also believed to be behind his appointment as editor of *The Economist*.

Born in Zimbabwe and educated at Trinity College, Dublin, and Manchester University, he worked for the General and Municipal Workers' Union and moved to the Bank of England during the seventies, later worked as a policy adviser to the Social Democrats.

Despite his reputation as a maverick — he once called for the legalisation of cannabis and usually wears his woollen tank top — he had a cautious approach to central banking. He was seen as safe



The Jay twins, Helen, right, and Catherine in 1985

and reliable, intellectually cautious despite his spectacularly varied love-life and marital history.

Mr George handled external policy while Mr Pennant-Rea handled administration. He initiated a shake-up of the bank's organisation last year, taking unpopular decisions, such as ridding the Bank of its old international division. This year he began a review of personnel functions and he wanted to get rid of the "job for life" attitudes.

Helen, his third wife, put up a noble performance over the weekend, keeping cool while being pursued by journalists. She even served tea to reporters outside her home.

Helen Jay is the daughter of the former Labour Cabinet minister Baron Jay and sister of Peter Jay, the BBC's economics editor. She married

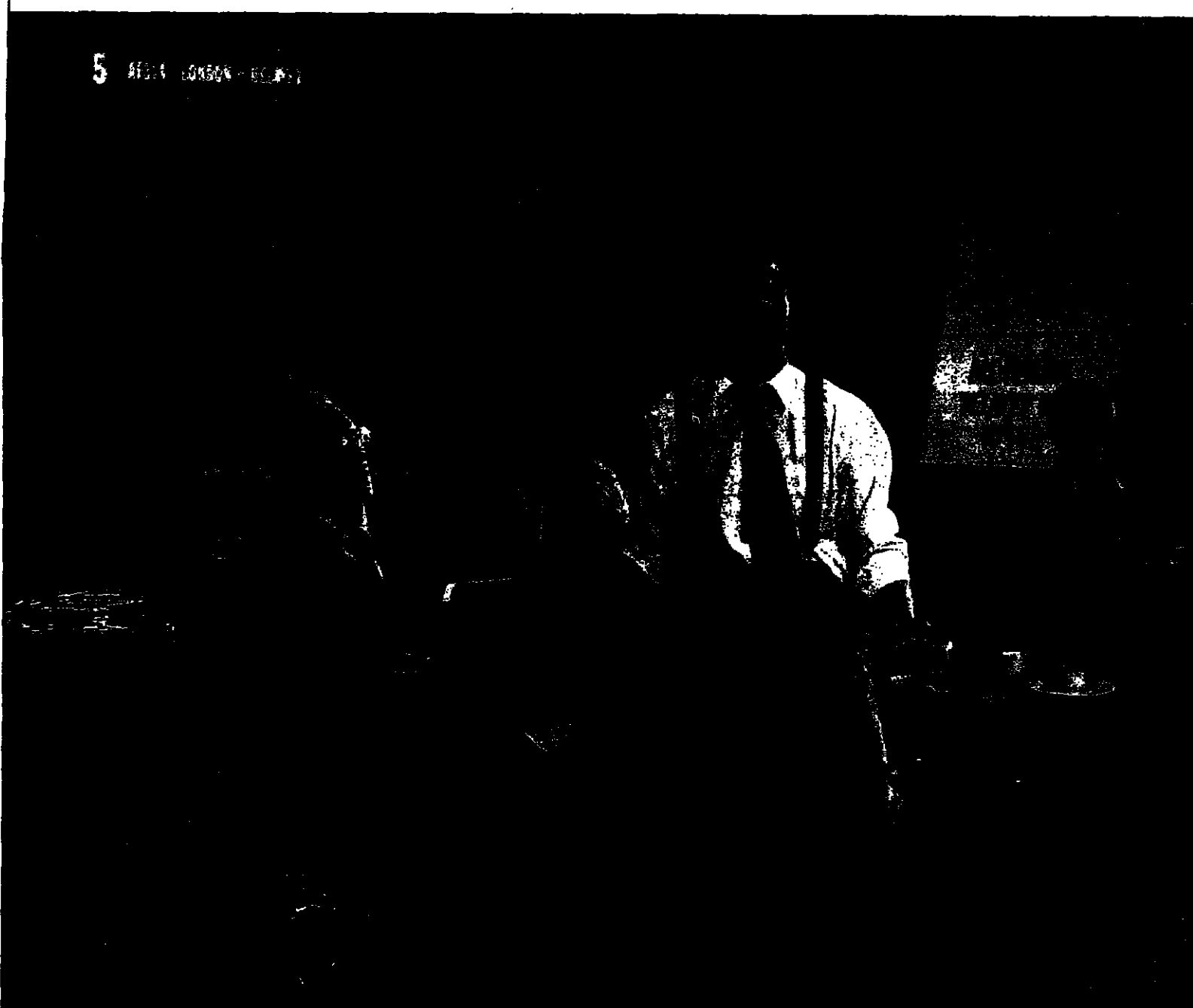
Mr Pennant-Rea in 1986. She and her twin sister Catherine were rarely out of the gossip columns in the 1960s.

Last year Helen was quoted as saying she enjoyed "rather a jet set life" in the *Swinging Sixties*. The girls studied politics and sociology at Sussex University and Helen went into television, working as a researcher with Robin Day. There she met her first husband, David Kennard, a TV producer. They married in 1975.

She divorced him and married Mr Pennant-Rea five days after his divorce on the ground of his previous wife's adultery and two months before the birth of their son.

At the weekend she said she had known about the affair for a year. "It has been a question of waiting for a knock on the door," she said.

"IT'S A BOY!"



SATURDAY IN THE TIMES



The world according to Damon

GINNY DOUGARY MEETS DAMON HILL ON THE EVE OF THE BRAZILIAN GRAND PRIX IN THE

MAGAZINE

YOUR COMPLETE GUIDE TO THE GRAND PRIX SEASON IN

CAR 95

The letter of resignation

Dear Chancellor,

I have decided to resign. I do so with great regret, but I want to avoid the possibility of the Bank being damaged by some foolish mistakes that I made, albeit more than a year ago.

I took this job for two main reasons. First, because I clearly wanted monetary policy to escape from the cycle of inflationary fixes. I feel that as strongly as ever, and I am more optimistic about the chances of avoiding a serious error than I have been since I came to this country almost 30 years ago. In that crucial sense I have been privileged to be part of the approach to monetary policy that you and your predecessor have introduced.

Second, I thought that Britain would benefit from greater job mobility between the private and public sectors. I was, therefore, particularly grateful for the chance to make such a move. But I do know that many good people in the commercial world are put off by the tabloid intrusion into the private lives of those in public positions. After the events of the past few days, this reluctance to move will increase.

Montagu Norman once said "the dogs bark, but the caravan moves on". I'm sorry to be leaving it, but I wish you well.

Yours sincerely, Rupert



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ERICSSON

Heads decry 35% fall in time spent on school sport

By JOHN GOODBODY, SPORTS NEWS CORRESPONDENT

A 35 PER CENT cut in physical education in state secondary schools over the past four years is damaging Britain's chances of producing a healthy nation and of enjoying international sporting success, a report said yesterday. Figures compiled by the Secondary Heads Association will give urgency to government plans to revive sport in schools. They show that Britain provides less physical education in school time than 13 other European countries, including Germany, France, Spain and The Netherlands. Between 1990 and 1994,

Parents and teachers join protest at Westminster

PARENTS, teachers and governors forged a national coalition against education cuts yesterday as union leaders switched their attention to winning spending increases for next year in the Chancellor's November Budget. About 1,000 campaigners from across England and Wales lobbied their MPs after being courted by Paddy Ashdown, Liberal Democrat leader, and David Blunkett, Shadow Education Secretary, at a glitzy Westminster rally organised by the three main classroom teaching unions. Before the protest, Gillian Shephard, the Education Secretary, admitted in a BBC radio interview that teachers would lose their jobs as a result of this year's cuts. But she insisted that some local education authorities would be able to maintain the present teaching force. Derbyshire education authority took control yesterday of Newbold Community School in Chesterfield, where all 18 governors resigned over budget cuts last week.

there was an average drop of eight minutes a week in time allotted to PE for 11-year-olds, six minutes for 12-year-olds and eight minutes in the 14-plus age group. Fourteen year-olds at independent schools spend an average of 49 per cent more school time on physical education. Nigel Hook, of the Central Council of Physical Recreation, said: "The report clearly shows how much everyone in PE and sport is awaiting the announcement of action from the Government. There is desperate shortage of PE teachers in state schools. It is important both for success in the Olympic Games and other leading international competitions and for the well-being of the nation that pupils get the necessary quality and quantity of physical education when they are young." Eight per cent of head teachers at more than 1,000 schools surveyed believed there would be a further decrease in the amount of physical education when the National Curriculum was fully implemented. Only 3 per cent of schools believed there would be an increase. John Sutton, the Secondary Heads Association's general secretary, said: "There is now an even greater workload on teachers. With the introduction of subjects such as technology, curriculum time has got to come from somewhere." He said that some teachers were deterred from supervising sport for fear of being sued if there were a serious injury and others were put off by out-of-pocket expenses when taking teams away. However, he recognised that if teachers were to be paid for taking extra-curricular sport, then so should teachers who took other extra-curricular activities such as music and drama. He also hoped that when the Government announced its plans they would cater for all children, not simply for the most talented.



Bill Millin playing a lament at the flower-covered grave of Lord Lovat, whom he piped into battle on D-Day

D-Day piper bids Lovat farewell

By GILLIAN BOWDITCH, SCOTLAND CORRESPONDENT

THE piper who played Lord Lovat into battle on D-Day yesterday piped a final farewell to the war hero as hundreds gathered for his funeral. Bill Millin, 72, wore Second World War battle dress to play at the graveside of the 24th clan chief of the Lovat Frasers, who died last week at the age of 83. Mr Millin, from Devon, chose some of his old commander's favourite tunes including *Blue Bonnets O'er the Border*, which he played during the Normandy landing. "I wanted to play for him one last time. Only then could I be sure that he was really gone. Everyone respected him as a leader from the front who would do anything that you did," he said. Estate workers in tweeds, Highlanders in kilts and old soldiers in uniform filled the chapel for the Requiem Mass in the tiny chapel of St Mary's at Eskadale, Inverness-shire. It was conducted by the Right Rev Mario Conti, Bishop of Aberdeen. Lord Lovat's brother-in-law, the distinguished war veteran Sir Fitzroy Maclean, gave an emotional address. He told the congregation that the Germans had offered 100,000 deutschmarks for the capture of the Commando chief, dead or alive. Sir Fitzroy said: "He was a leader who inspired total confidence and total devotion from those who served under him. He was a great chief of a great clan. He was much loved and will be much missed." Bishop Conti described Lord Lovat as "a brave but gentle warrior" who epitomised all that was noble about his family but remained essentially humble.



Lord Lovat: great leader

Lord's oldest surviving son, played a lament on the pipes as the mourners followed him from the church to the graveyard, where generations of Frasers lie. Last year Lord Lovat's two other sons, Simon, Master of Lovat, and Andrew were buried in the graveyard. Andrew died on safari in Kenya after he was gored by a buffalo and Simon had a heart attack while hunting. Lord Burton, Lady Cawdor and the former Energy Minister Lord Gray of Contin were among the mourners. Many expressed sadness that Lord Lovat had not lived to see the VE-Day celebrations later this year. Messages of sympathy came from the village of Ouishtreah, the first community liberated by the allied troops on D-Day, and from the Normandy Veterans Association. A memorial service will be held in London later this year.

The reading was given by Lord Lovat's heir, Simon Fraser, 18, who has become the 16th Baron Lovat. The mourners were led by Lord Lovat's widow, Rosamond, and included their daughters Fiona Allan and Tessa Keswick and sons Hugh and Kim. Kim Fraser, Lord



Greer: suggested register

Internet register of rapists proposed by Greer

By EMMA WILKINS

A REGISTER of convicted rapists could be posted on the Internet and sent to 80 million users throughout the world, computer law experts said yesterday. The idea was envisaged by Germaine Greer, who in *The Guardian* on Monday gave a personal account of rape as a 19-year-old in Australia. Arguing that rapists were invariably recidivist, Ms Greer, 56, said she had been considering a register as a way of alerting women to men who had raped. "For a long time I have considered the possibility of a rapists' register, on the Internet maybe. Can the Internet be used for libel?" Ms Greer wrote. While the Internet does not have a legal persona, users are subject to existing national laws on libel, pornography and copyright. Although it would be impossible to sue the system, individuals committing libel over the network can be sued if traced. Stephen Saxby, senior lecturer in information-technology law at Southampton University, said details of convicted rapists were public knowledge and could be posted on the Internet in the same way that they can be printed in newspapers. Libel would become an issue only if men never charged were named or innocent individuals with the same name as rapists were posted by mistake. While the principle may be sound, the process could create technical problems, Mr Saxby said. "Someone would have to take responsibility for the list to make sure people who died or had spent convictions were removed from it." While information held on computer is bound by the Data Protection Act, the legislation would not prevent a rapists' register, according to Francis Pritchard, a specialist in computer law at Durham University. "If a person felt they had been labelled by their name appearing on the list, I am not sure that the Data Protection Act could help them," he said. "The only requirements under the Act are that the information has been obtained fairly, which would apply in the case of court records." There also has to be a reasonable explanation for holding it, which would apply in the case of convicted criminals," he added.

NEWS IN BRIEF

Pilot dies as light aircraft crashes

A pilot died but wider casualties and destruction were averted when a light aircraft skimmed house roofs before crashing yesterday. A warehouse in a disused glassworks was destroyed when the Cessna 150 caught fire at Knottingley, West Yorkshire. According to witnesses, the plane just missed houses on the Warwick estate before coming down, police said. It clipped the tops of trees, shredding wreckage into a children's playground, which was empty.

Al Fayed action

Mohamed Al Fayed, the Egyptian-born chairman of Harrods, yesterday launched a legal challenge to the refusal of the Home Office to grant him and his brother British citizenship earlier this month. He says the decision was political.

Drug appeal

Parke Davis, maker of Tazrine, the only drug known to be effective against Alzheimer's disease, is to challenge a government decision not to grant it a licence. The drug, licensed in France and America, gives modest improvement but serious side effects.

Ferry charges

Four companies are to be prosecuted over a ferry walkway collapse that killed six people at Ramsgate, Kent, in September. The port authority, two Swedish ferry operators and Lloyd's Register of Shipping will face charges in Ramsgate on July 18.

Oil spill salvage

Marine salvage companies recovered 1.25 million tons of oil from 14 stricken tankers last year - equivalent to 33 times the amount spilled from the Exxon Valdez in Alaska in 1989 - the London-based International Salvage Union said yesterday.

Van hits children

Nine children were hurt, one seriously, when a van ran into a group of pupils on their way to school. The children were waiting to cross a main road at Tingley near Leeds when the van mounted the pavement after a collision with a car.

Ring changes

Bell ringers at St Michael's Church, Minchess, Somerset, are using a computerised simulator that allows them to practise unheard by neighbours. With the real bells muffled, when a rope is pulled the simulator emits the sound of a recorded bell.

Flying visit

A Kent policeman who took a deportee to Heathrow found himself on a flight to Zimbabwe when the pilot refused to accept the man unaccompanied. PC Jason Cockett, 29, who warned his wife he would be delayed, returned 32 hours later.

MEDICAL BRIEFING

Myths and facts surrounding the loss of nails

Dr Thomas Stuttford

STEPHEN STEWART, who led the team that prosecuted Odette Churchill's jailers at Ravensbrück, told me this week that he was outraged by recent suggestions that there was no evidence that the Resistance heroine's toenails had been pulled out by her torturers. Mr Stewart saw her feet for himself at the time and remembers the terrible state they were in. Odette, a star witness, was able to walk only with modified shoes and was too proud to be seen with a stick in the witness box. Mr Stewart said that anyone who knew the frail but spiritually tough Odette in 1945 would have been surprised that she lived to be 82. "I've never known anyone like her. Her style and integrity made for an exceptional personality despite her frailty." Odette's case illustrates one of the minor myths of medicine. Patients are frequently told that when a nail has been removed, the skin of the nail bed will soon harden up and become as serviceable as a nail. This may occasionally happen, but most people have to watch the way they walk in the months it takes for a nail to regrow. In the embryo, nails are present from the third intrauterine month onwards. After birth, fingernails grow four times faster than toenails but there are wide variations between different people, nails, nutrition and times of the year. Surprisingly, there is no difference between the right and left hand, but nails grow faster in those people who have longer fingers. The thumb nail grows about 1 1/2 in a year, 20 per cent faster in the summer than winter. Activity speeds nail growth: nailbiting is particularly effective and

can accelerate growth by up to 20 per cent. Warm, bandaged nails grow fast, while those on splinted, unbandaged fingers or feet grow slowly. Illness slows growth and produces the characteristic transverse ridges. Nails frequently need surgical removal to treat a persistent infection under them. Squash players and joggers are among those who frequently develop a distinctive pattern of damage to their nail beds so that the nails become lifted from the bed and thereafter blackened and thickened. The harm is done by the repeated minor trauma of vigorously exercised toes hitting the front of the shoes. Fungi, often of the variety that causes athlete's feet, are able to colonise any space under a lifted nail and in the past this could be treated only by prolonged tedious painting with fungicides. Fortunately it is now possible to eradicate the fungi which are the source of the infection by taking effective fungicides by mouth for 30 days, instead of painting the infected nail until it had grown out.



Odette Churchill



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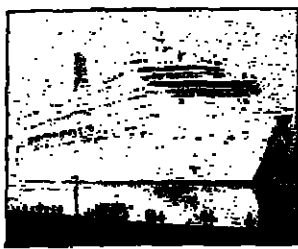
Ocean liner cuts it fine as Germans hold up handover

By HARVEY ELLIOTT
TRAVEL CORRESPONDENT

THE pride of the British cruise fleet, built in Germany at a cost of more than £200 million, is racing against time and the weather to keep an appointment with the Queen and 2,000 passengers.

Oriana, due to be handed over to P&O on Friday, will be a week late after problems with the propellers and electronics. Meyer Werft, the German company that built the 69,153-ton ship, has told P&O that vital sea trials on the complex electronics systems have not been completed and her giant propellers will need modifications followed by yet further sea trials. It will now be "the second half of next week" before the shipbuilders are able formally to hand over the vessel at Emden.

The P&O crew will then rush the ship to Southampton where, a week later on April 6, the Queen is due to name her before a thousand invited guests. The maiden voyage,



The Oriana

sold out for months, is scheduled for April 9.

The sea trials require calm seas, but the London Weather Centre said yesterday that gales in the Skagerrak channel between Norway and Denmark where the ship will be put through her paces could intensify to force 8.

P&O had hoped to avoid the embarrassing debacle that surrounded the £30 million refit of its arch rival, Cunard's *QE2*. The delay has already led to the cancellation of a number of "open days" planned for next week at which it was hoped to show off *Oriana* to the travel trade.

Oriana is the first liner to be

specifically built for the British cruise market and the latest technology has been fitted alongside sumptuous cabins and interiors hung with nearly 3,000 works of art.

She is the fastest liner built for 25 years, with an operating speed of 24 knots. A crew of 760 will look after 1,975 passengers in 914 cabins, eight suites, 16 deluxe staterooms and 94 staterooms.

More than 13,000 passengers are booked for the 17 cruises planned for the first year of operation, including 60 who have signed up to sail around the world in 90 days at up to £32,280 a head.

Gwyn Hughes, P&O's managing director, said: "I am sure we can still make it. So far everything has gone even better than we expected, especially the rough weather trials in which she performed really well. All the interiors are now virtually finished and are completely on schedule. We are now waiting for the German yard to tell us exactly when we can take delivery."



Nigel Gatward is taken to jail after being convicted of attempting to smuggle heroin

Briton fights drug verdict

By ABBI TAN IN MANILA
AND KATHRYN KNIGHT

A BRITON jailed for 35 years in the Philippines for trying to smuggle heroin is protesting his innocence.

Nigel Gatward, who is married with two daughters, wept as he was convicted in Manila yesterday of transporting more than five kilograms of

heroin. He claims he was the victim of a bag switch and has appealed.

Gatward, a salesman from Clapham, south London, narrowly missed receiving the death penalty. A Burmese man charged with him was jailed for 25 years.

Speaking from his cell in a detention centre in Pasay City, Gatward said police blunders

had led to his arrest last August as he was about to fly to Amsterdam via Bangkok at the end of a business trip. "I thought I was going to be acquitted... However, I am hopeful and positive that this will get sorted out," he said. "Tell my family not to worry and that I love them very much." The appeal procedure could take up to two years.

MEDIA FILE

Where action on PC should begin and end

Brenda Maddox

IT'S official: PC has arrived in Britain. This month Lady Howe, who basks in the title of "chair" of the Broadcasting Standards Council, called for television to show more women "at decision-making levels" on television, and fewer in the nude.

She can't accuse the BBC of not trying. Not only has it adopted a revised vocabulary of acceptable terminology — "manning" is out, "staffing" is in — but on April 27, the corporation will hold its second "Take Our Daughters to Work Day" to encourage girls, whose academic success "is not being translated into the work place".

It may be some comfort that things are much worse across the Atlantic, the home of political correctness. Poor Yale, that great university located somewhere between Boston and New York, has had to turn down a gift of \$20 million because the donor wanted to endow a chair of

western civilisation and the prevailing ethos forbids ranking any culture as superior to any other just because it boasts a lot of dead white European males like Shakespeare, Milton, Rousseau and Beethoven.

And Harvard, Yale's rival, cannot laugh. I attended a lecture not long ago in which a famous classicist discussed Greek lyric poets with special reference to the Sorrow and the Navaho. The full horrors of American political correctness cannot repeat themselves here. In Britain, the English language has a somewhat better hold and is less vulnerable to elements of refurbishment. Also there is no written

Constitution. The same document that has enabled the United States to knit together diverse peoples and cultures now guarantees each tiny subgroup the right not to be offended.

American publishers are terrified of overlooking the sensibilities of any interest group. For the American edition of my recent biography of D.H. Lawrence, the New York copy-editor struck out the phrase "passive homosexual", homosexuals would argue that there was no such thing. Any reference to "Indians" made her very unhappy, and "Red Indians" (as Lawrence called them) was worse. She even altered (until I altered it back) the description of an Australian crowd composed of "Irish, socialists and communists" to "Irish people" on the ground that "Irish" sounds, you know, racist. But I accept that many of the linguistic changes are necessary. I don't like the clumsy "he or she", but to use "he" as the collective pronoun for both sexes simply perpetuates the subordination of women. Similarly, I accept that words such as "cripple" and "midget" should go the way of "nigger" and "dago".

My bet is that in 20 years American PC will be seen as a temporary aberration in the same way we regard Prohibition and McCarthyism. Even now, its thought-control aspects are probably exaggerated. In Britain the residue will probably be a long overdue widening of the chance to participate in public life, and the discarding of a few gratuitously offensive phrases. I do hope PC will end at that.



Mirren returns in prime ITV role

GRANADA's award-winning detective series starring Helen Mirren, *Prime Suspect*, is returning in three two-hour episodes (Alexandra Frean writes). ITV's spring and summer schedule, announced yesterday, also features a six-part Lynda La Plante

prison series, *The Governor*, starring Janet McTeer; Lucy Gannon's *Brimwell*, with Gemma Redgrave battling to become a surgeon in Victorian England; and Susan Lynch and Sheila Hancock in *Dangerous Lady*, about gangsters in 1960s London.

THE TIMES Don't forget your passport

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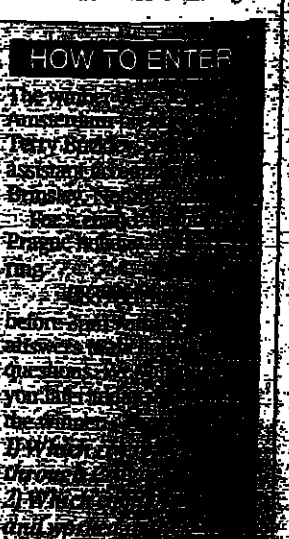
Hotel Julian: centrally located in an art deco building

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Min recon Euro

Blair heads for moral high ground

By NATHAN

TONY BLAIR, the audacious underdog, Tories' claims that Labour is the only party that stands the test of duty and

community.

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lecture in London,

leader will

John Major

lost their moral

no longer

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over "sleaze" and

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Castle suggested radical CAP reform 14 years ago

Brussels follows Britain's lead on need for farm policy reform

FROM WOLFGANG MÜNCHAU
IN BRUSSELS

ONE of the few areas of European policy in which Britain may be winning a key argument is the need to reform Europe's common agricultural policy (CAP). British Labour MEPs, who form the majority of the Socialist grouping, the largest in the European Parliament, are among the keenest reformers. But their enthusiasm has not always been shared by their continental colleagues. Now

the differences have become blurred and the remaining divisions over reform have less to do with party affiliation than with nationality. The Irish are generally more sceptical, for electoral reasons. It was Baroness Castle of Blackburn, who, as a Labour MEP, suggested probably the most radical reform 14 years ago. Her proposals would effectively have scrapped price support in favour of direct income subsidies. The MacSharry reform of 1992, the most far-reaching so far to overhaul

CAP excesses, went some way in that direction. A Socialist spokesman said yesterday that the need for substantial reform was universally accepted. He described the present system as the "greatest incentive for fraud in Western Europe". The catalyst for increasing support for reform is the proposed enlargement of the European Union to include Central and Eastern Europe and the realisation that the Union's budget cannot cope with extending the existing support mechanisms to a future EU of 27 to 30 members.

A second political factor favouring CAP reform is the changed outlook in Germany. In a detailed report calling for urgent reform of the agricultural policy, Denis MacShane, a Labour MP, writes: "Although it is French farmers who engage in the most high-profile wrecking exercises, it is Germany which has proved the most hardline defender of price support and which has repeatedly prevented substantial reform. Ger-

many's self-image is of the industrial world-beater, but it has been happy to conceal its agricultural interests behind French political theatre. With enlargement to the East so high on the German political agenda, there is a historical opportunity to force through CAP reform if Eastern European farmers are to be accommodated." Of all the EU's institutions, the European Commission is the most hesitant about the need for further reform. Franz Fischler, the EU Agricultural Commissioner, said

recently that there was no need "to reform the reform at the moment", referring to those instituted by Raymond MacSharry in 1992. Academic studies on the cost implications of EU enlargement came up with widely different estimates, ranging from £10 billion a year to £24 billion. The Commission rejected some of the alarmist forecasts, arguing that reform should continue on a piecemeal basis.

Debate, page 7

Santer seeks right to shape foreign policy for Europe

FROM WOLFGANG MÜNCHAU IN BRUSSELS

BRUSSELS should have the right to shape Europe's foreign and security policy, a power currently jealously guarded by the governments of the European Union's 15 member states, Jacques Santer, the President of the European Commission, said yesterday.

Unveiling a series of far-reaching proposals for next year's review of the Maastricht treaty, Mr Santer also called for Brussels to have greater influence over justice and interior affairs, and an extension of majority voting.

The proposals are expected to provoke a furious response from Britain's Euro-sceptics, who will see Mr Santer's recommendations for next year's Inter-Governmental Conference as further evidence of his federalist aspirations.

Addressing the European Parliament's institutional committee, Mr Santer, who was once described by John Major as the "right man for the right job", called for a strengthening of the European Commission as the guardian of the European treaties. He said the Commission should be given the right of initiative in foreign and security policy.

Mr Santer also criticised Britain's opt-out of the social chapter of the Maastricht treaty. He hoped the matter would be raised at the Inter-Governmental Conference.

His ambitions for next year's conference stand in

stark contrast with the views expressed by the Prime Minister, who said recently that he would oppose any changes that carry significant constitutional implications, including changes to Britain's opt-outs. Mr Major has said he is opposed to further extensions of qualified majority voting and a significant extension of the powers of the European Parliament.

In his prepared statements to MEPs, Mr Santer gave a damning verdict on the achievement of the European Union's foreign and security policy. "Its results give at the very least an impression of a malaise... A doubt has manifested itself: could everything that has been achieved, not also have been achieved without the European treaty?"

What people clearly resent is the gulf between the expecta-



Santer wants Brussels to have more influence

tions, which derived from the announcement of a common foreign policy, and the everyday reality of chaos." He called for using the existing provisions in the Maastricht treaty for more majority voting in foreign and security policy.

However, he rejected a French proposal for a "President of Europe", who would preside over all the EU's institutions, arguing that this would weaken the European Commission. He said that a strong Commission was the key to upholding the "European edifice". He criticised the EU's efforts to forge a common interior and justice policy, also known as the third pillar of the Maastricht treaty, although he acknowledged that the third pillar has not had enough time to prove itself.

In response to questions on European Monetary Union, Mr Santer said that continued market turbulence posed a threat to the single market, reflecting fears among some European politicians that public support for the single market would be undermined with competitive devaluations.

Mr Santer came out in support of some of the parliament's key demands, including co-decision with the Council of Ministers on all aspects of EU legislation, a right the parliament currently only enjoys in selected areas, and the right to select the President of the Commission.

EC offices raided by Belgian police

BY MICHAEL DYNES

BELGIAN fraud police raided the European Commission's headquarters in Brussels yesterday in search of clues to an alleged misuse of funds by European Union tourist officials.

Officers from the Belgian Public Prosecutor's financial fraud section searched offices and seized documents after claims that three officials had embezzled funds from the tourism department over a period of several years.

Up to £300,000 is understood to have been paid in bribes and kickbacks to the three officials in order to secure lucrative contracts that were awarded as part of the European Year of Tourism.

Niklaus van der Pas, a Commission spokesman, said the full extent of the alleged fraud was still not known. Belgian police were brought in at the request of the Commission to help to clear up the issue "as soon as possible", he said.

The Commission earlier lifted diplomatic immunity protecting the three officials, two Greeks and a Frenchman, and granted police the authority to enter the Commission's headquarters, which are normally out of bounds to the Belgian authorities.

Two of the accused officials have strenuously protested their innocence. All three have been suspended from duty.

A recent report by the European Court of Auditors, the EU's spending watchdog, highlighted "irregularities" in the use of tourism funds in 1993.



A French peacekeeper patrols Sarajevo's "Sniper Alley" in heavy snow yesterday

Serb forces raid gun depot

Sarajevo: Bosnian Serb forces have taken heavy weapons from a depot guarded by the United Nations near Sarajevo, violating a Security Council resolution backed by the threat of Nato airpower, the UN said yesterday.

"The Serbs withdrew the weapons on Monday and last night from the Lukavica barracks collection site," said Major Herve Gourmelon, a UN spokesman. He said one

20mm anti-aircraft canon and a spare 20mm barrel were taken on Monday and one 105mm gun, a 76mm gun and a 120mm mortar were taken yesterday morning.

The Security Council ordered in February last year for all heavy weapons to be removed from firing range of Sarajevo, the Bosnian capital, or placed in UN-supervised sites as part of a deal to protect the city from bombardment.

The Lukavica weapons depot, located at a Bosnian Serb barracks southeast of Sarajevo, is guarded by about 30 French peacekeepers. UN sources say their troops offered no resistance to the seizure.

The latest incidents follow Bosnian army attacks on Serb positions in northern and central Bosnia-Herzegovina on Monday, breaking a truce that had started to fray around Sarajevo. (Reuters)

Conference aims to restore faith in British strengths

BY MICHAEL BINYON, DIPLOMATIC EDITOR

THE Royal Institute of International Affairs will disclose today the scope of one of the most ambitious foreign policy conferences held in Britain, which the Government hopes will restore faith in Britain's particular global strengths such as its armed forces, the English language, British culture and education and its effective aid programme for Eastern Europe.

John Major will open the one-day conference next week, which will bring to London leading industrialists, foreign statesmen and foreign policy analysts. Including Henry Kissinger, Vitali Churkin, Russia's Ambassador to Nato, General Sir Peter de la Billiere, the British commander in the Gulf War, Sir Martin Jancomb, Director of the British Council, Sir Colin Marshall, chairman of British Airways, and Sir David Putnam, the film producer. The Prince of Wales will give an address and Douglas Hurd and Robin Cook will outline Tory and Labour views of British foreign policy.

The aim of the conference is partly to bolster British morale at a time when a sense of inevitable decline has eclipsed the continuing influence of the BBC and the armed forces abroad, and partly to convince voters at home that British foreign policy still matters. The conference is very much the brainchild of Mr Hurd, the Foreign Secretary, who

believes that there has been too little real debate on Britain's vital interests overseas and that too many people take for granted assets, such as the English language, the British Council and the BBC, which give Britain a disproportionate moral, cultural and political influence in world affairs. To avoid bland self-congratulation, Chatham House has invited critics to point to present contradictions and disagreements with other nations. Dr Kissinger, the former US Secretary of State, may give a forceful riposte to British carping over the transatlantic relationship: Josef Joffe, foreign editor of *Süddeutsche Zeitung* will certainly pour scorn on Britain's floundering over Europe.

There will be four main areas of debate: Britain's diplomatic and security role, with emphasis on how the armed forces can support diplomatic objectives; the country's place in the world economy, referring especially to the City's role in global finance; government trade promotion and inward and outward investment; democracy and development, an area where Britain has been a pioneer in global privatisation, linking aid to good government and the careful targeting of know-how funds; and culture and education, looking at how the global use of English and the wide knowledge of British culture can be turned to advantage.

US backs down over world trade job

BY COLIN NARBROUGH

THE Clinton Administration has removed the hurdle it set up to prevent Renato Ruggiero, the European Union's candidate, from becoming the first full-time head of the World Trade Organisation (WTO), the newly created watchdog for free trade.

Signor Ruggiero, the Naples-born former Italian Trade Minister accused by senior Washington officials of being protectionist, is now likely to take over as director-general at the WTO's lakeside headquarters in Geneva. He succeeds Peter Sutherland, the former European commissioner from the Irish Republic, who was forced to adopt the caretaker role because of the transatlantic dispute.

Diplomats said that the talks will continue for at least another day because some countries objected to the conditions attached to Signor Ruggiero's appointment. America, which said yesterday it would back Signor Ruggiero, clashed with the EU last year over the top job at the Organisation for Economic Co-operation and Development to try to ensure that a non-European was appointed. In the end, Washington agreed to let the EU candidate, Jean-Claude Paye, a Frenchman, be reappointed for 18 months, after which Donald Johnston, America's candidate, will take over.

WORLD SUMMARY

US offers \$4m for bombers

Washington: Two Libyan agents charged with the Lockerbie bombing have been placed on the list of the ten most wanted criminals in the United States with a \$4 million (£2.5 million) reward on their heads (Tom Rhodes writes).

Lamien Khalifa Fhimah and Abdel Basset Megrahi, who are still believed to be in hiding in Libya, were indicted in 1991 for planting a suitcase bomb on PanAm 103 which exploded above Lockerbie, killing 270 people, in 1988. In addition to the wanted poster, which is to be circulated in both English and Arabic, the Administration is advertising for paid informers on the Internet, the worldwide computer network.

Gaza lorry bomb leads to new ban

Jerusalem: Israel imposed a ban on Palestinian-owned vehicles crossing over from the Gaza Strip after the discovery of 400lb of explosives in a lorry (Christopher Walker writes). Two men were arrested. The lorry bomb was intended for detonation inside Israel. Its discovery came 48 hours after gunmen ambushed a bus in the occupied West Bank, killing two Jews. The incidents cast fresh doubts over the peace process. The vehicle ban imposes further hardship on the impoverished Gaza Strip.

Russian forces threaten Argun

Moscow: Russia said yesterday that its forces in Chechnia had begun to encircle the town of Argun, site of the military headquarters of the secessionist rebels. The troops had seized a village close to the military headquarters, the Russian information centre on the conflict said, according to Interfax. They also seized a hill with a Chechen command centre. If confirmed, the advances would be the most significant since the Russians seized the capital Grozny. (AFP)

Killer dies by lethal injection

New York: Thomas Grasso, the murderer whose death sentence became a symbol of the American debate on capital punishment, has been executed by lethal injection in Oklahoma State Prison. In 1991 he was convicted of murdering a New York man and jailed for life, but he was also convicted for an earlier murder in Oklahoma, where he was sentenced to death. George Pataki, the new Governor of New York, sent him there for execution.



Grasso: sentence was subject of much debate

Ticklish problem

Melbourne: Australian police are hunting a man who breaks into homes and tickles children's feet. The man has struck 18 times since October 1990 around Bendigo in the state of Victoria. (Reuters)

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صحة من الامم

Royal visitors given taste of extreme wealth and poverty that still divide South Africa

Queen attends service to mark Sharpeville deaths

FROM ALAN HAMILTON IN CAPE TOWN

ATTENDING morning service in St George's cathedral, Cape Town, is an essentially English experience: a second-hand organ from St Margaret's, Westminster, a memorial window to Earl Mountbatten of Burma, the congregation in their best hats, and a rousing rendition of *Guide Me O Thou Great Redeemer*. But then, quite unlike England, there is Archbishop Desmond Tutu.

The occasion was moving, but with the archbishop in charge it had no chance of being solemn: a service to mark South Africa's first Human Rights Day, held on the 35th anniversary of the Sharpeville Massacre when 69 blacks protesting at the Pass laws were shot dead by police, many of them in the back. The Queen and President Mandela sat in the front row to share another significant moment in the country's history.

Hardly had the official guests taken their seats when the archbishop's disembodied voice boomed from the public address system: "Welcome: you're all looking very smart." The Queen was indeed smart in a broad-brimmed turquoise hat, Mr Mandela equally so in a dark suit and blue silk tie with a yellow carnation in his buttonhole.

The English atmosphere was shattered as African singers and musicians joined the cathedral to life with an explosion of traditional Xhosa music. The Queen's elegant white shoe was seen to twitch in time to the driving rhythm, a discreet giveaway of royal enjoyment.

In his sermon, Archbishop Tutu gave thanks for his country's deliverance from the dark days of Sharpeville. "A miracle happened last year. We who had been denied the franchise for so long voted for the first time ever in the land of our birth. The repulsive caterpillar has become a gorgeous butterfly of many colours," the archbishop said. "The Commonwealth has welcomed us once more back into

the fold — we, this recalcitrant, troublesome straying sheep." He paused and grinned impishly. "I nearly said black sheep." He offered a warm welcome to the Queen and the Duke of Edinburgh, and paused again to be greeted by a quintessentially English silence. "We are allowed, in this cathedral, to clap," he said loudly. The congregation immediately obliged with a round of welcoming applause.

Outside the cathedral, the harsh polarities of the old South Africa are still evident in the new, as the Queen was about to discover. She was entertained to lunch by Julian Ogilvie-Thompson at his winery an hour's drive from Cape Town. Mr Ogilvie-Thompson is chairman of Anglo-American Corporation, which owns an estimated 45 per cent of the South African economy, and is the world's biggest producer of gold and diamonds. Pre-lunch drinks were taken on an immaculate lawn in the shade of apricot trees. Inside the thatched house, the Queen ate

melon soup, Cape salmon and banana ice cream, accompanied by the winery's own chilled chardonnay. To reach the opposite pole required a drive of barely half an hour. Khayelitsha is a black township of squatter camps and shanties covering 100 square miles: its population is estimated at between 700,000 and one million. Unemployment runs at 70 per cent; in most areas there is no sanitation beyond buckets, and electricity reaches few of the shacks of wood and corrugated iron.

Hundreds of township dwellers crowded the Queen's short route, most of them not entirely clear who they were about to see. However, they cheered and waved as the white Range Rover drew up. The Queen's party got out and walked for 50 yards, advised by local security men to keep away from the crowd barriers and not to shake any hands. There are said to be more guns in the township than houses with electricity. Behind a high

wall and heavy steel gates, the Queen toured a nutrition and welfare centre which teaches local women sewing, weaving and leatherwork. Outside Vidawekna, an old lady with two remaining teeth, said: "We are suffering; we must see we are suffering. We have no toilets, we have nothing. We are very poor. Perhaps she will bring us lots of money."

Within 45 minutes the Queen had driven off again in a cloud of dust, leaving no money and having failed to see for herself the true conditions of township life. At a sports centre at Langa township, near Cape Town, the Queen was later mobbed by exuberant black youths and forced to beat a retreat to the safety of her car.

Simon Jenkins, page 14

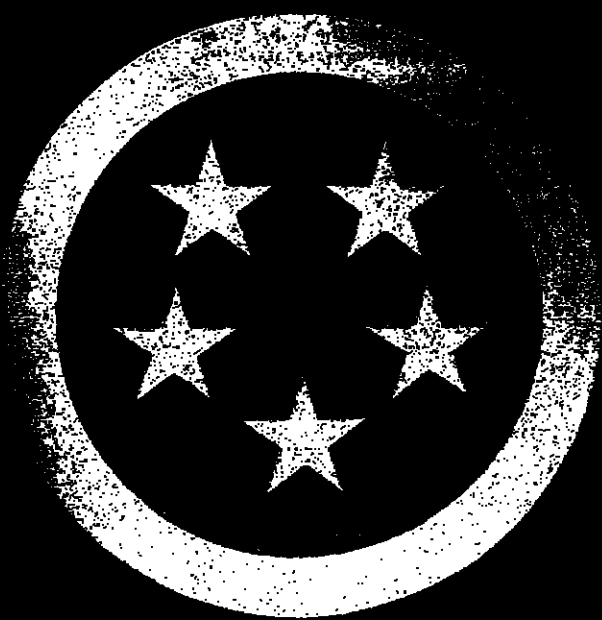


The Queen is surrounded by an enthusiastic crowd during a brief visit to a sports centre at a black township near Cape Town yesterday

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THE TIMES DIGITAL FORUM

Surfing the superhighway

How to survive and prosper on the information superhighway

With mounted televisions, computers and telephones, fridges that will notice when we are out of milk and tell the car to buy some on the way home: this is the digital future. Nicholas Negroponte, director of MIT's Media Laboratory in Boston, will guide *Times* readers through the technological maze in a fascinating forum on the digital revolution and its impact on our lives to be held in London on Thursday, April 6.

The forum, which marks the publication of Professor Negroponte's latest book, *Being Digital* (Hodder & Stoughton, £12.99), will offer readers an insider's view of what it is like to live in a digital world, with universal communication available to all at the touch of a control. Professor Negroponte's talk will be followed by questions.

Chaired by John Diamond, the *Times*'s computer guru and columnist, the forum will be held at the Institute of Education, 20 Bedford Way, London WC1, at 7.30pm.

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Gas mask shares boomed before Tokyo Tube attack

FROM GWEN ROBINSON IN TOKYO

SALES of shares in Japan's only gas mask manufacturer rose 100 times above average last week — only two days before the poison gas attack which killed eight people and injured 4,700, 80 of them critically, in Tokyo's subway system.

Unease felt by commuters was increased yesterday by the report that trading in the stock of Shigematsu Works, a company that has a monopoly on manufacturing gas masks, were boosted by 100 times last Thursday and Friday.

A company spokesman said he felt the surge was "most unusual", but could not explain it.

Another disturbing factor was reported by residents living near four subway stations on the Hibiya line — the worst affected in Monday's Sarin nerve gas attack. In interviews with *The Times*, 20 people said police were swarming around the four stations and their exits on Sunday night, as late as midnight, only eight hours before the first reports of the attack. Police would not comment on whether they had received a tip-off, or threats.

They confirmed, however, that they were waiting to question a man who was among the victims on the Hibiya line and who is in a coma at a central Tokyo hospital.

Witnesses said passengers became suspicious when he left a package wrapped in newspaper on the floor of the carriage just before leaving the train. A passenger kicked the package towards him as the carriage doors were closing, spilling some liquid from a container. The man reportedly collapsed and was taken to hospital. Two people nearby on the platform died.

Confusion and shock over the attack gave way to outrage yesterday. Media and government leaders condemned the senselessness of the crime, and mystery deepened over suspects and possible motives.

Nobody has claimed responsibility for the attack on three subway lines carried out with a liquefied form of Sarin.

a deadly nerve gas developed by the Nazis.

Aum Shinrikyo (Supreme Truth), a religious sect that has been linked in media reports to the subway gassing and at least two earlier incidents involving the same nerve gas, denied the reports and threatened to respond with legal action. In a statement released to the press, the group said it was the victim of a government-orchestrated plot to suppress its religious activities.

On Sunday, police raided the group's office in Osaka and arrested three members on suspicion of kidnapping a university student. "State power brought about the Tokyo

opportunity to lay blame. People should stop finger-pointing and the media should stop speculating. Aum was framed by someone who holds a grudge against the group."

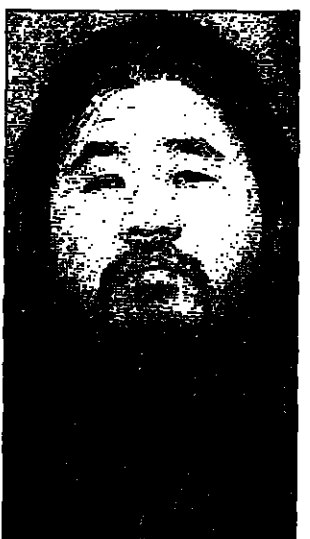
Speculation about the sect's possible involvement in the attack persists, however — largely due to reports in January that Sarin residue was detected leaking from the group's compound in the remote village of Kamikuihiki in central Japan.

At least 30 witnesses have come forward since Monday with accounts of suspicious behaviour among passengers on the three affected lines. One woman told police from her hospital bed that she sat next to a man on a Hibiya line train who had a large paper bag with a newspaper. She said he fiddled around under the paper before leaping up and jumping off the train as the doors were closing at a station in eastern Tokyo, leaving the bag behind.

Similar reports of men carrying small packages wrapped in newspaper have led investigators to conclude that the gassing was a co-ordinated attack by between three and five people.

The manner in which the Sarin was diluted, placed in canisters and deposited in five carriages on three subway lines showed an understanding of the effects and handling of toxic chemicals, police said. Medical authorities confirmed yesterday that 840 people were still in hospital. Up to 300 of the victims who inhaled relatively high doses of the gas may suffer lasting damage such as impaired eyesight, respiratory problems, malfunctions of the liver and other organs, or damage to the nervous system, doctors said.

Train services and stations that were disrupted or closed after the attack resumed normal services yesterday morning. Banks and offices were closed for a national holiday marking the spring equinox, however, giving a welcome respite to commuters, many of whom feel anxious about using the subway system so soon after the attack.



Shoko Asahara: cult leader "victim of plot"

Sarin case, a tricky crime, in order to cover up the illegality of the recent arrests and to convince the public that Aum Shinrikyo is an organisation that perpetrates atrocities," the statement said.

Yoshinobu Aoyama, Aum's lawyer, followed up the statement with a press conference at the group's office in central Tokyo. He said the organisation had never produced, handled, or possessed Sarin. "Some people consider the group to be a sinister sect involved in weird activities and when something like this happens, they see it as an



Troops from the Japanese army's anti-gas warfare unit decontaminate subway trains yesterday. Police continued to seek clues to the attack

How fictional killer was brought to book

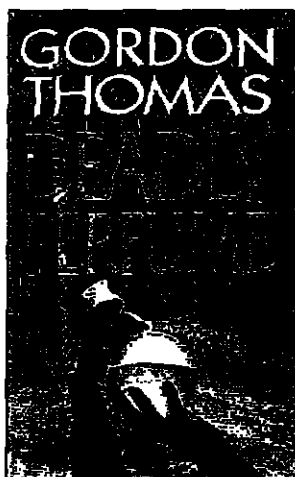
BY ANJANA AHUJA

THE dustjacket bills the work of fiction as a "rare insight into the real world of secret intelligence and modern-day terrorism". For the author of *Deadly Perfume*, it was a "crime waiting to happen".

Gordon Thomas had spun an elaborate tale about nerve gas attacks on the subways of the world's big cities. Four years after its publication, fiction has become reality.

"I was shocked rigid to see it had actually happened, that my plot had come true," said Thomas, who has been besieged by the media ever since a sharp-eyed fan alerted the press to the chilling parallels between *Deadly Perfume* and the Tokyo attack. "When I heard the news, I thought to myself 'It was a crime waiting to happen'."

The book features a global terrorist called Khalil Raza, who is recruited by Islamic fundamentalists in the Middle East to wage war on the West. Raza settles on nerve gas as the perfect instrument



of terror. Human "mules" are used to smuggle bottles of perfume laced with anthrax, and Sarin through airports and deliver them to terrorists in London, New York and Paris. To demonstrate their

deadly intent, the terrorists unleash a terrifying attack on a small South African town. The town's obliteration draws little publicity.

That part of the plot was echoed in real life by a Sarin attack on Matsumoto, a city near Tokyo, in June last year. Although seven people died and hundreds more were injured, little has been written about it until now.

The final chapters see the Islamic campaign foiled by a Mossad agent.

Thomas, who lives in Delgany, a village south of Dublin, was inspired to write *Deadly Perfume* while working in the United States four years ago. The 62-year-old Welshman discovered that in the 1950s the CIA decided to test how vulnerable a subway would be to terrorist attacks using nerve gas. "They took a powder dye and fed it through

the New York subway system. Within a few minutes the dye had reached nine stations and people found themselves covered in it. Being New York, commuters thought it was subway filth — but the CIA had proved terrorists could use nerve agents."

After uncovering this remarkable episode, Thomas consulted his CIA contacts and asked them to give him a scenario in which nerve gas could be used to target civilians. All suggested the subway system.

During his 40 years as a foreign correspondent, Thomas was stationed all over the world and made extensive contacts. Among those he credits in *Deadly Perfume* are "my friends in Israel and Egypt, who serve still and because of that cannot be named". He spent a year in Tokyo. Among the 35 books to

his credit are novels that predicted Saddam Hussein's invasion of Kuwait, the downfall of Gorbachev and the disintegration of the former Yugoslavia. Even the thrice-married author's private life seems fashioned from fiction — his wife's father was a German intelligence officer who worked for the British Government after the Second World War.

What about the possibility that someone was inspired by his books to commit terrorist acts? "People have asked me if I feel guilty — and I don't. I have sold 40 million books all over the world. I have no control over whose hands those books end up in."

Environmentalists are waiting for *Poisoned Sky*, due out next year. It tells how terrorists hold the world to ransom by manipulating the ozone layer.



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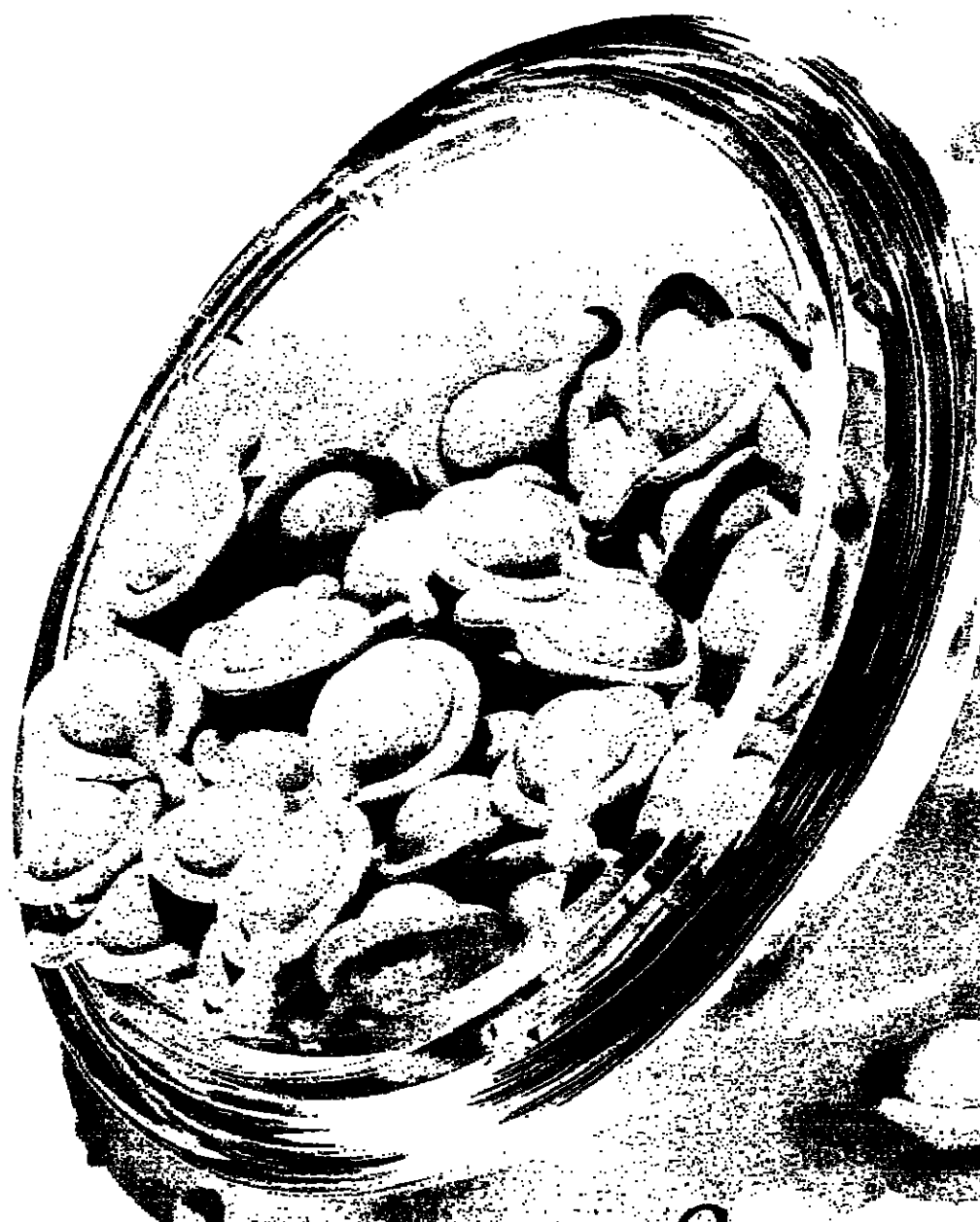
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Left: GIGLI — swashbuckling; Right: UNGARO — glamour



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Dress me up, dress me down

The message from the Paris shows is muddled but gorgeously feminine

PARIS

IN THE film *Prêt-à-Porter*, the camp fashion designer, a thinly disguised version of Vivienne Westwood, played by Richard E. Grant, describes his latest collection. What's important this season, he says, is the bust, the hips, the waist, and, of course, legs... which, come to think of it, doesn't really leave much else.

The bona fide prêt-à-porter collections for autumn-winter 1995-96, which previewed in Paris last week, aren't so different from the real thing. Designers offered endless variations on one discernible theme: clothes.

If you want to dress like a cross between Raquel Welch in *One Million Years BC* and an extra in *Total Recall*, you can, thanks to Jean Paul Gaultier. You can dress up like a diva care of Thierry Mugler, or a member of the Home Counties Mothers' Union (headscarf a must) with the help of none other than Vivienne Westwood.

In Paris there appeared to be no unifying image, and why should there be? With more than 80 shows on the ten-day schedule (in France one fashion week lasts longer than most) featuring designers from all over the world, and a handful of natives, there is little which bonds them save that fabric and thread are the tools of their trade.

Right now fashion delights in all things feminine — gorgeous fabrication, pretty detailing — and offers grown women the forgotten pleasure of the dressing-up box.

Even designers as uncompromising as Yohji Yamamoto and Comme des Garçons have been bitten by this lovely bug. Yamamoto's finale featured sweeping crinoline skirts and picture hats, while the Comme collection was full of swirling ruffles, often stitched into flower-like collars, and modern Prom Queen party frocks which teamed little sweaters with giant tulle skirts.

Ann Demeulemeester also showed sweaters and long skirts for evening, but hers were sleek. Sloppy Joe knits with large cowl necklines were worn with slim skirts in moiré silk or soft leather.

John Galiano collaged images from Spanish Harlem,

East Side speakeasys and Japanese kabuki in his couture-style collection, offering more irresistible bias-cut evening gowns, and elegantly tailored suits. Galiano is truly an inspired designer.

Karl Lagerfeld's collection for Chloe was as muddled as the message from Paris itself but his show for Chanel and his eponymous line were both concise and compact. For Lagerfeld, jackets are key — from hourglass shapes to neat boleros and a new, boxy 1950s-style silhouette. At Chanel he focused on the dress — for day as part of a suit, and after dark in satin, chiffon and lace.

Emanuel Ungaro, Sonia Rykiel and Valentino also offered charming collections which blurred the line between day and night with satin, bouclé knit, sherbert tweed, sequins, fake fur.

Equally sumptuous was the collection of Romeo Gigli, despite its overtly masculine silhouette. Gigli cuts a great jacket, and sent out variations in everything from grey pinstripe to baroque brocade. He added a pretty touch with a new, skimpily cut pirate shirt, often decorated with cameos and huge jewels.

There is no place for accessorising in Helmut Lang's world. Lang is a minimalist par excellence, but this season he remade and remodelled his effortlessly understated wardrobe in deluxe fabrics: satin, cashmere, men's suiting, leather and tweed.

His narrow silhouette remains: cigarette slim trousers, neat-fit jackets and cardigans, T-shirts and shift dresses are coloured black, grey, milky white, silver, gold, camel, pale pink and lemon yellow.

But now Lang adds a touch of whimsy: knee-length pencil skirts sprout ladylike trains and tiny, detachable, "Supergirl" capes in chiffon float from the backs of dresses and T-shirts. One long evening glove is worn as the only accessory to the fact that this collection sees Lang move from the trendy backwater into the establishment mainstream. Pretty modern.



Fashion
by IAIN R. WEBB

The great Germaine Greer is still crazy after all these years, but she remains a voice worth listening to

Half-right on rape



LIBBY PURVES

for a footnote to history? Anyway, we young things listened and marvelled. And, even then, dimly saw that half of what Germaine Greer says is as brilliant and revolutionary and inspiring as the Gettysburg address, and the other half is bonkers. Nothing changes. This week again the great Germaine is half right, half crazy.

Writing against the anonymity of rape victims, she argues that rape is no worse than other violent crimes, and that to treat it differently from other assaults is merely "glorifying and magnifying the tag of flesh beyond reason". Since no shame attaches to being raped, she says, women who bring accusations of rape should not need anonymity. She backs it up by revealing

how she was raped at 19, and paints well the terror and abjection and pain of being brutalised; insisting that in comparison to the violence, "the penetration was nothing". After the attack, times being what they were, she kept quiet about it: "I was not going to become a career rapee."

Now, much of this strikes a powerful chord. The anti-rape movement, which has done much to support women and change the minds of terrible old judges, has had the side effect of creating "career rapes". We have so often been told that this is the one thing a woman cannot get over, that

the response of some young women is to feel that they are marked for life as victims. It is almost a return to the old idea that you are, however innocent, "spoiled" by the rape. Tough women who do identify themselves are useful in countering this; we have had some shifting examples lately, braver than Ms Greer because it did not take them 37 years to out themselves.

But nobody has the right to do it for them. It took Ms Greer long enough, and she is far from typical woman. She has always, in her writings and speeches, shown a cheerful Aussie ability to take sex as

a mechanistic, routine sort of pleasure. Not all women are so gung-ho. Even in this age of how-to manuals and blockbusters full of goldfish, many women remain modest and tender about their sexual selves: romantic, maternal, matrimonial, even rather spiritual.

You find it even among the apparently heedless young, like the vine-bar waitress who was happy to appear on "Swimwear Night", but drew the line at "Lingerie Night", even though technically her costume would have been more modest. Underwear was private, she told the industrial tribunal. I do not think that Germaine Greer, with all her fine qualities, has got much of a clue

about that kind of womanliness.

Moreover, 20 minutes with an experienced WPC would have disabused her of the idea that all rape is as simple as hers was. Violent, deviant things are done, sometimes with weapons; these are invasions most women never encounter in a lifetime of love affairs or a long marriage.

The details come out in court, although they are rarely fit for the papers. Family and friends will know it is you; but to be exposed to the curiosity of strangers and photographed full-length on your own front step so that any oddball can fantasise about it is something quite different. Not something to wish on any sister.

So all solidarity, Germaine, from the 1968 generation. We quite admire you, and are grateful for the licence you gave us to be outrageous. But when we are outraged against our will, leave us our privacy, OK?

Out of tune with the village

Anne McElvoy on Garsington's open-air opera and the feud it has generated with the locals

On an early spring day, Garsington Manor encapsulates the English rural idyll. The gardener is hard at work among the careful topiary, pale daffodils nod in the breeze and in a back room of the oak-panelled Tudor house, a team of cheerful local ladies is hard at work dispatching programmes for the open-air opera for which Garsington has become famous.

But when the last chords of Rossini's *La Cenerentola* have died away on the opening night of the three-week festival, which opens in June, Leonard and Rosalind Ingrams, the owners of the manor and founders of its tiny opera, will anxiously wait not only for the critics' bouquets or brickbats, but for the judgment of their neighbours.

For Garsington is home to a village feud of such virulence that were we in an Agatha Christie novel there would be several bodies in the shrubbery by now. On the one side stand those who think there can be no greater pleasure than listening to a mezzo-soprano's aria soaring through the still, summery air. On the other are those who claim the opera disturbs the pastoral calm, and that it is snobbish that deems uninvited classical music less burdensome than a rave party.

Mr Ingrams, the more reserved merchant-banker brother of Richard, the former *Private Eye* editor, was fined £1,000 for noise pollution and ordered to pay £2,000 in costs last December for breaching noise regulations, after seven local residents complained that the strains of Strauss and Haydn were disturbing their



Leonard Ingrams at Garsington Manor, home of the three-week festival: "We have tried hard to compromise, but the opposition is implacable"

sleep. His defence countered that the operas made 64 times less noise than the average rock concert.

He agreed to install a sound barrier to cut the noise, but still intends to appeal next month. "We have tried hard to compromise," he says. "But the opposition is implacable." This being England, the row is also about class, however delicately the parties may dance around the issue. Tickets to Garsington cost between £65 and £80 and its 400-seat capacity makes it more exclusive than Glyndebourne. The Garsington dress code is black tie, too, and the audience lugs baskets of champagne and

salmon into the gardens for the picnic break.

And Rosalind and Leonard are unmistakably pukka. Related to the Baring family, he worked for the bank until ten years ago, when he left to become a director at Robert Fleming. Lord Carrington and Susan Baring are on the opera committee. Michael Heseltine, the local MP, has been "very supportive", he says. Michael Portillo, Peter Lilley and Michael Howard have all been seen in the audience. No Labour worthies, though. "I'm not sure," he says, "that any of them like opera."

As a child, he played in the National Youth Orchestra

under Malcolm Sargent before going up to Oxford where he took an outstanding First in Greats, dabbled in classical research and then moved abroad, where he consolidated a good fortune.

After finishing up as adviser to the Saudi Government, he moved back to Britain and bought the manor, with the intention of staging summer concerts. "Then I thought, why not try an opera? There was such a marvellous response it just grew and grew." Nowadays, he can pull rising stars such as the spunky young conductor Wasfi Kani.

Lofely unmoved by the charge that he is purveying music mainly for toffs, Mr Ingrams says: "We have great support in the village. Many people here have seen opera for the first time in their lives. They are invited free to the dress rehearsals." He estimates that he has spent £65,000 on planning advice and acoustic consultations. "The opera had even been making a little money."

Most of the villagers are careful in their judgments, unwilling to rehearse the disagreements which, the pub landlord sighs, "ruined Garsington's Christmas". One pensioner whispers: "He plays the Lord

of the Manor a bit too much for today's taste."

The Ingrams do seem to flirt with the spiritual legacy of Lady Orline and Philip Morrell, former owners of Garsington and hosts to Siegfried Sassoon, Bertrand Russell, T.S. Eliot, Virginia Woolf and Robert Graham. But Leonard Ingrams is, without doubt, an enthusiast, commissioning and overseeing the productions himself and unfavourably opposed to producer-dominated opera. "I don't like anything which interferes with the enjoyment of the music. Music is the real magic. And music in a garden is sheer heaven."

Beeching's ghost rides again

The threat to cut Scottish rail services reopens old wounds

Hanging on the wall beside me is a map which would bring tears to the eyes of any railway buff. It shows the stations from which *The Scotsman* newspaper was distributed during the early part of this century. Each is marked with a little red dot, and the dots are everywhere, criss-crossing the country from Banff to Dumfries, west to Ayr, south to the Borders.

Those were the days when Scotland had a serious rail network which made rural communities viable in ways never subsequently achieved. It was not only an economic lifeline, it played an important social role. You could huddle in a tiny station waiting room round a coal fire swapping local gossip, or telegraph down the line to find out if "she" was on time. That intimate contact was symbolised by "the tablet" — the little bronze disc which was passed from engine driver to stationmaster at each stop, and without which the

through signal could not be changed. Nowadays the technology has improved but the stations have gone.

My map, redrawn today, would be a sorry sight. Nothing much north or west of Perth, a blank in the Borders, Ayrshire a dot-free zone. And if the threatened cuts to the Motorail link and the Anglo-Scottish sleeper trains go ahead, as seems likely, I might as well roll it up altogether. The threat to withdraw these services has been described as "a hammer blow for the Highlands", striking not only at the local people who rely on them, but at the tourist industry which is the lifeblood of the area. No one knows who will take the final decision, but the buck is being passed from Department of Transport to British Rail to the Scottish Office to the Rail Regulator and the Franchising Director. It seems as if the worst possible outcome will be reached, for the worst possible reasons.

There is a dreadful familiar-

ity about all this. Thirty years ago the Beeching Report produced a map which sent shivers through the whole of Scotland, but particularly the Highlands. It showed no rail lines at all north of Perth; it proposed the axing of virtually every Scottish rural line; it signalled, long before Thatcherism, the end of subsidised railways. The reaction was immediate and outraged. A campaign was launched by a group calling themselves the Scottish Vigilantes, and before long Highland communities were taking part in a remarkable series of protests — meetings, marches, train journeys packed with campaigners.

The campaign was called Macpuff and there was much recourse to pipers and placards. My father, Eric Linklater, was recruited to write a memorandum which was sent to the Prime Minister, Sir Alec Douglas-Home. It was headed "A memorandum on conditions in the North of Scotland which necessitate re-

vision of those parts of the Beeching Report which recommend the closure of the railways north and west of Inverness".

There is a smack of the 18th-century pamphlet to it, but the sentiments would be immediately recognisable today: "Throughout the Highlands, opposition to the report is so widespread, and so generally inclusive of all classes of the community, as to constitute a phenomenon of remarkable interest," it began. "Unanimity is a rare avis in Scottish history, but Dr Beeching's proposals have domesticated the bird in every northern county."

The cuts, wrote Mr Linklater, would render life in the Highlands intolerable: "The traveller from Inverness to Thurso, going by bus, has to spend, in a journey of 131 miles, ten and a half hours in a vehicle which offers no sustenance against time and fatigue, and no recognition of needs inseparable from the process of metabolism. Travel

by bus is a trial of strength and torment to the spirit."

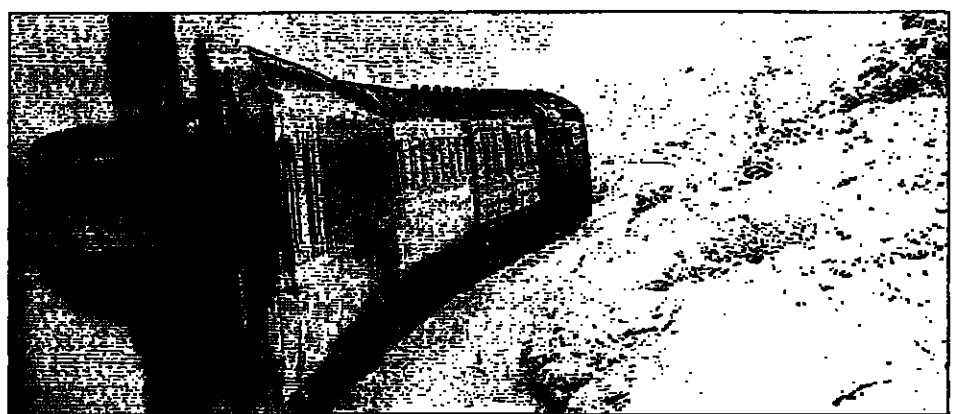
It would be hard to see that kind of language getting past the soundbite barrier today, but there is one sentence at least which might be incorporated wholesale into today's campaign: "The Beeching Report, it proclaimed, 'threatens to quell growth and blacken a fair prospect. Its

recommendations are purely destructive when they ought to be helpful. There is a case, not for destroying an essential service, but for enlarging and improving it."

The links north to Inverness and Thurso, and the marvellous West Highland line to Kyle of Lochalsh, were spared. But further south the network was scrapped, leaving only a skeleton of what had once been the spider's web on my wall-map. Macpuff did, however, enjoy an advantage which is denied to the current campaign. It was aimed at one target — the Government.

Today, with privatisation in the offing, there seems no one willing to take responsibility. So it seems fair to end with the same conclusion as my father's in 1964: "As doubt remains, anxiety continues; and the manifest duty of Her Majesty's Government is to dispel them without further delay."

MAGNUS LINKLATER



Saved by the Macpuff campaign: the West Highland railway line

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■ Though we pretend to be liberal and enlightened about sex, we are just as prurient as ever

Just how pure must one be to hold public office? Rupert Pennant-Rea now joins a legion of figures who have been condemned not for professional incompetence but for their private sexual behaviour. In this case, the exposure was carried out by the former mistress herself. But the revelation could just as easily have come from an employee or a casual observer. "Outing" is now the name of the game, and it is quite as serious for adulterers as for closet gays. In the United States and Britain, the destruction of careers by sexual indiscretion is becoming an epidemic.

But why? We have, by any measurable standards, become more open-minded about all manner of moral nonconformity over the past 30 years. So how is it that, in the midst of liberation, we are caught up in this ethical cleansing operation: expunging from national life anyone who deviates from the traditional rules? In Catholic France, it is always said, such things are taken casually. But we Protestant Anglo-Saxons, who have made such a meal of throwing off our puritanism since the war, seem more high-minded than ever.

As I remember it, the whole point of the 1960s sexual revolution was to usher in tolerance and understanding. The new freedom would mean acceptance of one's own nature and those of others. Enlightened permissiveness was to replace repression. The vagaries of people's desires and impulses would be embraced without vindictiveness or recrimination. And yet, after a generation of this doctrine, we find ourselves dismissing political leaders and public servants in a veritable witch-hunt of prurient intrusiveness.

Of course, it was all bound to end in tears. The obsession with sexual honesty was really just an obsession with sex. And the insistence on truth-telling and openness became a licence to peer into other people's lives. The argument seems to have progressed like this: if sex is nothing to be ashamed of, then it is wrong (even unhealthy) to be secretive about it. Therefore, it must always be right to be "open" about your life, however bizarre. So what we have got is the worst of both worlds. If you are guilty of private transgression, you are twice as culpable for keeping it a secret. And anyone who is inclined to expose you can do so without guilt, because privacy in these matters went out the window with fusty inhibition.

It was all rubbish, of course. Sex was never going to be the fair-minded, equally distributed, justly organised stuff of Utopian fantasy. People's emotions are

too devious, selfish and ambivalent for that. Which is precisely why it is so important to have rules for keeping them under control. But it was too late for subtlety or doubt. Sexuality was now the essence of one's identity, and any sense that some things were rightly personal (let alone blatantly wrong) was lost. All that intellectual guf about the virtue that would be ushered in by abolishing the rules collapsed — as we should have known it would — into shameless exploitation and hedonism.

What is most important for our purposes here is that the personal had become political. (This was indeed the rallying cry of the sexual revolution in its mannerist phase, and it is still the shibboleth of many gay lobby groups.) There was no longer any distinction between private and public, because the most private aspect of most people's lives — sexual conduct — was the essence of social morality.

What people feel a need to justify now is not so much doing whatever they are inclined to do, but doing it in secret. It is on these grounds that tabloid editors justify their ruinous exposures. Tessa Hilton, the Editor of *The Sunday Mirror*, which broke the story about Mr Pennant-Rea, has taken what is now the standard line: "The public is entitled to know." In this case, what we needed to be told was a rather thin catalogue of practices that seem more seedy than corrupt.

Mr Pennant-Rea, the Deputy Governor of the Bank of England, made use of a driver (who was paid by the taxpayer) to transport his mistress around. He also, in Miss Hilton's rather waggish words, "used private apartments of the Governor of the Bank of England for purposes for which they were never intended".

Which is to say, he had illicit sex on the floor. (One wonders whether this offence against the civic polity would be as great if the intercourse on the carpet had been licit. If Mr Pennant-Rea and his wife had suddenly been overwhelmed by passion at the office, would that also count as a purpose for which the facilities were never intended?)

We are reaping the consequences now of a very dangerous fallacy: the idea that an entire social philosophy could be based on the sexual inclination; that the unleashing of suppressed drives and instincts would be the answer to all our ills; that the personal could be a model for the political. Puritans that we are, we have got sex completely out of proportion. And the irony is, that it has made us more vengeful than ever.



Just leave Africa alone

South Africa finds itself belaboured with Western aid, when what it needs is trade

The Queen described South Africa on Monday as "little short of a miracle". It showed a way forward into the next century, she said, and "helped bring rays of sunshine to pierce the mist. May the sun shine ever brighter."

May it indeed. But may we be spared talk of miracles. South Africa is a grown-up country. It is witnessing no miracle, just politics, the relentless unfolding of cause and effect. The politics is full of danger. Last year saw American politicians, European sanctimonies and even the Commonwealth taking credit for the overthrow of apartheid. Now these same people are piling in with their aid, hoping to take credit for something called a miracle. The moral imperialists of the 1980s are becoming the aid imperialists of the 1990s. Given half a chance they will rot the country as they rotted the rest of Africa.

When I was last in South Africa, I watched an American senator making a televised speech calling on the world to "Go rebuild South Africa from the ravages of apartheid". I was standing next to a (Coloured) South African who muttered: "God preserve us." Since then he has watched a sickening procession of International Monetary Fund, World Bank and European Union officials falling over themselves to burden his country with debt. All have donor budgets to use up. All wanted to ram indebtedness down Pretoria's throat and gain kudos thereby.

South Africans have pleaded with these parasites to go away. They know about development economics and know what corruption could be unleashed by the estimated \$10 billion offered to them in the past year. Last year, Mandela asked the West at the Davos summit to let South Africa arrange its own investment. His Ambassador to the United States, the admirable Franklin Sohn, recently told the World Bank to keep its hands off countries such as his. (That the British Government subsidises this pestilential bank is outrageous.) But it is all to no avail.

There is nothing in South Africa that needs to be "rebuilt", because nothing was destroyed. Apartheid has become not just the Great Horror, but the Great Excuse. Any shortcoming can be ascribed to it. A chaotic school, an overcrowded hospital, 30 per cent unemployment, rising crime, falling public sector pay

— all are "the legacy of apartheid". Even the former front-line states to the north are demanding aid from South Africa for the damage they suffered for "confronting" apartheid.

I suppose the big lie has its uses for politicians. For the past two years, the Pretoria authorities have struggled to reduce the budget deficit. Last week the Finance Minister, Chris Liebenberg, both cut the deficit and freed exchange controls. This was a huge achievement. He held public-sector pay rises to just one third of the 10 per cent inflation rate, and did so without a strike or a Cabinet resignation.

Neither Margaret Thatcher nor John Major has ever achieved such self-discipline, nor has any other Third World country.

All this has been pushed through by Mandela and his ministers on the ground that "recovering from apartheid" will take time and sacrifice. What happens when the excuse runs out? Apartheid may have been a cruel ideology, but there is little point in denying that it helped to make South Africa the regional powerhouse it is today. In colonial times, the country's mineral riches flowed abroad. Its people were poorer than Rhodesians and Kenyans. The infrastructure was primitive and farm productivity lagged behind even that of Zambia. Apartheid had its waste: the cost of black population resettlement, enforcing pass control, resources diverted to white education and training, one in three whites working for the Government.

But I believe history will judge apartheid not just as a blind alley in African history. Many countries have their discriminatory laws or customs, even nowadays politically correct America. South Africa's were particularly crude, but they entrenched a skill-base and a source of savings at a time when the rest of Africa was degenerating into pseudo-socialist chaos. Then came sanctions. They protected and disciplined the economy at just the right moment of development. They saved it from

lapses into budgetary chaos. The finger should be pointed first at President Clinton, who personally ordered this act of financial aggression.

Modern aid donors like to gift-wrap their poison. They call it "hard" loans, "people assistance" and "knowhow" money. They pay for conferences, foreign trips, seconded policemen and bureaucrats, institutions and university exchanges. Britain's £100 million is, as far as I can see, to go largely on boosting the middle-class salariat and on loans to businesses which (by definition) have been rejected by the banks.

The nomenclature is criticism-immune: enterprise consultancy, Aids advice, investment feasibility studies, policy research, health service coordination. Such projects draw skilled people away from the productive economy into a largely worthless bureaucracy (though it is at least less corrupt than the Scandinavians, who poured money into the pockets of Allan Boesak, or the Americans, who did the same for Winnie Mandela).

Such aid increases dependency or indebtedness or both. South Africa has an inherently robust economy. Aid induces it to think that it has only to shout "apartheid" for the world to give it a living. This time last year, Mandela was having none of this. He wanted not aid but trade — trade on equal terms for his fruit, grain, coal, steel and manufactures. At that point the Western governments and world bankers faded into the mist. Trade was trouble. It was competition. Trade does not keep bankers in plane tickets or Third World countries up in lucrative debt. Trade is real aid, not phoney aid. It was suddenly a case of "Don't call us Mr Mandela, we'll call you."

The best way to help South Africa is to leave it alone. Meddling in Africa is the curse of the liberal classes. They have not stopped now that they wear suits and carry international passports. I watched a strangely moving programme on television last week by Billy Connolly. He had returned to Mozambique and concluded that it was "a kind of arrogance" that led the world to believe it could solve the problems of Africa. It just made a mess. The one thing that outsiders could do, said Connolly, was make friends. He did. In her peculiar way, I suppose the Queen has too.

Everything that has happened to South Africa since last April has endangered this realism. America has sent \$2 billion, Japan \$1.3 billion, the World Bank \$1 billion. Europe as a whole \$0.5 billion. Much of this is in open credit, to a country already spending 20 per cent of its budget on internal debt. Most of the IMF money showed at South Africa before inauguration was instantly blown, financing a capital flight to the New York stock market. If South Africa col-

lapses into budgetary chaos, the finger should be pointed first at President Clinton, who personally ordered this act of financial aggression.

Simon Jenkins

Out and off

LESS THAN a week after he suggested that the Conservatives would benefit from a spell in Opposition, Baroness Thatcher's friend Lord McAlpine appears to be preparing for a Labour government. Westminster is rife with rumours that the genial peer is to move to the tax haven of Monte Carlo.

"As far as I know, he's going to move there on April 1, and will remain there at least a year," says one source. "He has told close friends that he is thinking of

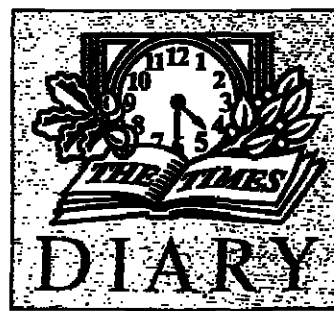
moving. He must think taxes will probably go up a bit."

McAlpine said yesterday that he would be in Australia on April 1. "And I do not have anywhere in Monte Carlo," But he has also said recently that he is planning to spend more time on the Continent than in England, because of his writing commitments.

The former Conservative treasurer and multimillionaire already spends a considerable part of the year at his palazzo in Venice, which is often patronised by leading right-wing Tories. But he has friends in Monaco such as the Barclay brothers, owners of *The European*, and has regularly visited the principality, where his wealth would be protected from any swingeing taxes that Labour might introduce.

One's dogs

THE QUEEN looked delighted when she spotted friendly canine faces in the crowd on her arrival in South Africa. But in private she admits that she tires of encountering corgis in every corner of the world. "She says it gets embarrassing,



because someone pushes a corgi at her wherever she goes," says a leading light in the Welsh Corgi League, the world's biggest society for Pembroke corgis. Her Majesty's sentiments go a long way to explaining why she has declined all invitations to public events held by the league, even though she regularly invites its members to Buckingham Palace to discuss breeding. "But we hope to persuade her to come to our Diamond Jubilee in 1998," painted Diana King, the League's secretary.

Tail end

AFTER three generations of trawling for business, a London fish shop has pulled in its nets. Founded in 1910, Bob White, fish merchants of Kennington, went down at the weekend and will be missed

by cabbies and the underworld. John White, the founder's grandson, who used to boil up two tons of winkles in the yard every Saturday, blames the recession. "We had people like Charlie Kray, Buster Edwards and the snooker player Jimmy White coming in," he says. "Billy Connolly even used to try to nick my pint of Guinness. In recent years it's been a different kettle of fish, and it's been hard to survive. With 40 years under my belt, it's time to call it a day."

● Simon Heffer, a deputy editor of *The Daily Telegraph*, has laboured lovingly for some years over his biography of Thomas Carlyle, to be published by Weidenfeld tomorrow. So he can't have been thrilled last week when he opened the paper to see it advertising his book as a life of John Carlyle.

One's rival

MYSTERY SURROUNDS a note found on the door of Winnie Mandela's office, which read: "This office will be closed until Wednesday. The Queen is in town." The note is an in-office joke, say her staff — no *lèse majesté* is intended. President Mandela's estranged wife, who is deputy minister of arts, culture, science and technology, is known by her fans



By chance they are related: Michael and Nicholas

as the "Queen of Africa". And she has been conspicuous by her absence during Her Majesty Queen Elizabeth's visit.

Seeing red

PRINCE Michael of Kent twisted his tongue around the Cyrillic alphabet on Monday night at St James's Palace to deliver a flawless speech in Russian for the charity New Names, which promotes Russian musical prodigies. A Russian interpreter had to translate back into English.

Prince Michael has made no secret of being a rampant Russophile, and he bears an uncanny re-



semblance to his distant relation Tsar Nicholas II.

Friends are concerned that he might soon eschew the English language in the belief that he actually is the late Tsar.

● Rupert Pennant-Rea, who resigned yesterday as Deputy Governor of the Bank of England, can be assured of a warm welcome in the Harare Club, which he joined two years ago in his native Zimbabwe. "I'm sorry he's got problems. It seems to be a disease over there," said an official. "But he's welcome to a stiff gin here if he needs it."

Why 'outing' is wrong

Chris Smith says OutRage! colludes with homophobia

Once again, the issue of "outing" prominent figures who are gay or lesbian has hit the headlines: this time in the form of a letter from Peter Tatchell and OutRage! to 20 MPs, "inviting" them to declare their sexuality to a waiting world. As someone who has been open about being gay for over ten years, I cannot accept that outing in any shape or form is right either tactically or morally.

It is of course important for people in the public eye to be honest about themselves and their sexuality. Not only is openness better than covert behaviour or pretence; but standing up and saying something about yourself can greatly help and encourage others. When I first spoke publicly about my sexuality, it wasn't the flood of congratulatory letters from lesbian and gay activists that meant most to me, but the letters from people who weren't active or confident or in the public eye, simply saying: "Thank you, it has made it easier for me."

But this chance to bring confidence to others by being open only comes if the decision has been made voluntarily. If the statement is dragged out by others, it seems there is some cause for shame.

Nothing would be worse than, for example, a politician who paraded his sexuality at every turn in order to make a point. Much more is gained for everyone by somebody saying "Yes, I'm gay. So what? Now let's get on with the business of being an MP." Much more is achieved for the cause of homosexual equality by a person deciding to do this of his or her own free will.

This is why I believe that OutRage's tactics are profoundly misguided and unjustified. They are counter-productive, because they depend for their effect on a sense of shame where there should be no shame. The embarrassment comes only because of the existence of prejudice in parts of our society, and heavy "invitations" to come out depend for their effect on the existence of that prejudice. They reinforce the genuine fear.

None of this, however, should be taken to imply an endorsement of hypocrisy. People who are gay and who nonetheless make anti-gay speeches or vote for discriminatory legislation or profess to despise people of a different sexuality are self-evidently reprehensible. Saying one thing and doing another is unacceptable, particularly in those who profess to serve the public. But the answer to such behaviour is not "outing" them, tempting though that might be in some cases. It is to argue against the points that they make.

In many ways, "outing" people — and the argument it has generated — is a distraction. We ought to be emphasising that being lesbian or gay doesn't make someone in any way less worthy as a citizen. We ought to be saying clearly that having a different sexuality makes no difference whatsoever to a person's ability to perform just as well at any job as anyone else. We ought to be taking up our cudgels in support of those brave souls who are seeking to tackle discrimination in the armed services or in the Church. Yet instead we are going down the byways of whether the individual sexual proclivities of a particular group of politicians or bishops actually matter or not.

Yes, I would like to see more MPs standing up and saying they are gay. It would give a real boost to the arguments against discrimination. No one was happier than I when my Conservative colleague Michael Brown decided to be open about himself. He's given a lot of heart to a lot of people by doing so.

There is so much left to achieve. The age of consent for gay men is still not the same as for heterosexuals, and I long for the day when we can establish a clear principle of equal treatment before the law. In many other respects, our laws say very clearly that discrimination is wrong. We have a raft of legislation that tries to protect people facing prejudice because of their race or colour or gender. In relation to sexuality, however, the law itself discriminates. And so long as that persists, it represents a standing condemnation of our democracy.

The age of consent is the first thing that needs changing. The position of lesbians and gay men in the armed services and the merchant navy needs reform. The administrative practice of the courts over custody cases, or of building societies over mortgages, or of some employers, is grossly unsatisfactory. We need to put on the statute book a law that prevents discrimination on grounds of sexuality. And we need to remove that scar from our framework of law, section 28 of the Local Government Act, which labels lesbians and gay men as second-class citizens with second-class relationships.

One of the fundamental principles of a democracy is the protection of diversity in society. "Outing" homosexuals instead makes people afraid and angry. It achieves reluctant admissions, not a confident sense of dignity. There are much better ways of furthering the worthwhile cause of liberation.

The author is Shadow Heritage Secretary and Labour MP for Islington South.

P.H.S



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So you want to feel secure in your home?

Both castles are on the market, but the Thompsons will sell only one—whichever sells first. Cloghan has 153 acres, shooting rights and five bedrooms, and is for sale at around £700,000; Emmel has 20 acres, six bedrooms and what is thought to be the only ancient oak spiral staircase in a castle in Ireland. It is on the market for £250,000. Both are for sale through Jackson-Stops McCabe of Dublin.

In Cupar, Scotland, Lordscairn Castle is a daunting project because there is not much left of the original

castle. It was last occupied 300 years ago and not a lot has been done to maintain it since then.

John Bradburne of Fife, who is selling Lordscairn, says: "We are expecting a lot of interest. The castle may have been empty for many years, but it could still be restored to a dramatic home in a stunning position. Also, a new purchaser could acquire an unusual, and possibly very valuable, slice of history, for it has hidden treasure, which has yet to be found."

Lordscairn was built by the

fourth Earl of Crawford, known locally as "The Tiger Earl", who was outlawed by King James IV and barred by the court because of his predilection for plundering the countryside. It is rumoured that much of his treasure has been buried in the 29 acres surrounding the castle.

Any purchaser will be entitled to any of the ill-gotten gains that he may dig up, but these could be tricky to locate since the area surrounding the castle is mainly bog and under water. The ruin

plus the land and a small loch, is on the market for around £75,000.

Fort Perch Rock, which stands in the mouth of the Mersey, is a coastal-defence battery built in 1829 to protect the port of Liverpool. The structure is listed Grade I and is historically important because it is the only major fortification work in England which dates from between the end of the Napoleonic Wars and 1850.

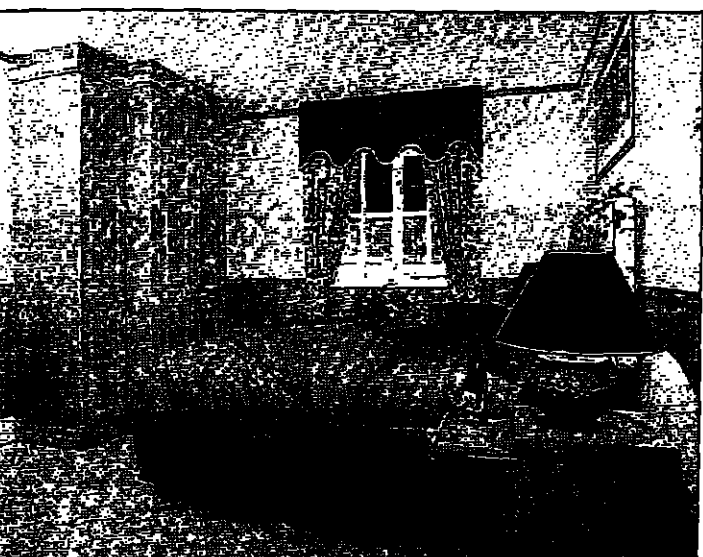
Norman Kingham, an architect, has lived and worked in Liverpool for many years. He bought Fort

Perth Rock, which he has owned for 20 years, because it is one of the city's most important buildings, and it was going to ruin. Kingham has restored the fabric of the fort, and it is currently open daily as a museum. There are nine bedrooms along one side (the old billets) and a flat.

"With a bit of money spent on it, Fort Perth Rock would make a lovely home," says Graham Admitt of Jackson-Stops and Staff, which is selling the building "as a house or as a holiday home on 'Desert Island'." Fort Perth Rock must be the perfect answer. "The agent is putting a guide price of around £250,000 on the property."

In Worcestershire the Grade II-listed Holt Castle in Holt Heath is for sale. This is part 15th century, part 18th century and has a huge 14th-century tower overlooking the River Severn. It has 18 bedrooms, seven bathrooms, a detached staff cottage and five acres. Andrew Grant, of Andrew Grant Estate Agents of Worcester, says: "Many people believe castles are cold, uninhabitable buildings, but Holt Castle's owner has used it quite comfortably as his family home for the last few years." He is asking £550,000 for it.

Rodborough Fort in Gloucestershire is going under the hammer on April 5. It is owned by the National Trust, which bought the property so that it could sort out existing rights of way over the common that surrounds the fort. This now done, the trust is selling the property for use as a private house. It needs complete refurbishment and has a guide. price of £285,000.



A low-allergen house on show at the Ideal Homes Exhibition in London is the first to be built by a volume builder.

Bellway Homes designed the house, with the help of the consultants Conduit, to cater for people who suffer from asthma, hayfever and other allergic conditions. Interest in the idea has been enormous. The first low-allergen house was set up by Conduit and the National Asthma Campaign at the FutureWorld exhibition at Milton Keynes last summer. But that was a one-off experiment, and the rest of the future, probably, will depend on the reach of the average housebuyer.

Bellway liked the idea but wanted to test demand, so built it into the design for a house of the future at the Earls Court show. It does not yet have plans to include it in its building programme, but since the number of people afflicted

Christine Webb reports on a house designed for allergy sufferers

by asthma is rising from the present three million sufferers in Britain, Bellway could be on to a winner.

The house aims to provide a hostile habitat for house-dust mites, the microscopic creatures that flourish in the soft furnishings of modern homes and which are responsible for untold misery and even death — 2,000 people a year die from asthma. One in seven children suffers from asthma, while 70 per cent of children are allergic to the mite and its dung, which usually circulates in house dust. Pollens are another allergen.

A new air-filtering ventilation system made by Genvex International of Northampton is one way of minimising these allergens. Air enters the house at a single point in the loft, is filtered, heated and channelled to skirting-board vents in every room. Because the air is changed once an hour it stays dry, causing havoc among the dust mites, which like the damp. In the wet winter months a dehumidifier extracts water from incoming air. Such a system costs between £2,000 and £3,600.

Non-toxic paints are used in the Bellway house, for solvents can

provoke asthma attacks. Wooden flooring downstairs and cushioned flooring upstairs is kept pristine by a built-in vacuum cleaner. Blinds, a leather suite and minimal clutter also keep dust down, and there is even a water-bed in one bedroom, for mattresses can harbour millions of mites. The blue walls are stencilled, as there are no hanging pictures.

The house is one of five at the exhibition showing how housing has progressed since 1900. It represents the 21st century, while the others are faithful replicas of a draughty Edwardian house circa

1908, which would have cost £300 at a time when the average working wage was £2 a week; a 1926 semi-detached house, costing £600, bought on a wage of £4 a week; a 1944 semi that cost £800, complete with Anderson shelter; and a 1967 house, strip lit and vinyl filled, costing £5,500 when wages were £20 a week.

The new low-allergen home would cost between £150,000 and £170,000, and includes video-camera security as well as energy-saving features.

Also at the Earls Court exhibition centre are three other Bellway house types, including the 72-year-old show's largest-ever show house, The Rockingham, a five-bedroom Georgian-style home. All were built in an astonishing 11 days.

The show is open daily until April 9, from 10am to 8pm; tickets cost £9.

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MANAGEMENT 28

Working new wonders in the oil industry

ARTS 30-31

All wrong on the night: the curse of the Oscars

SPORT 35-40

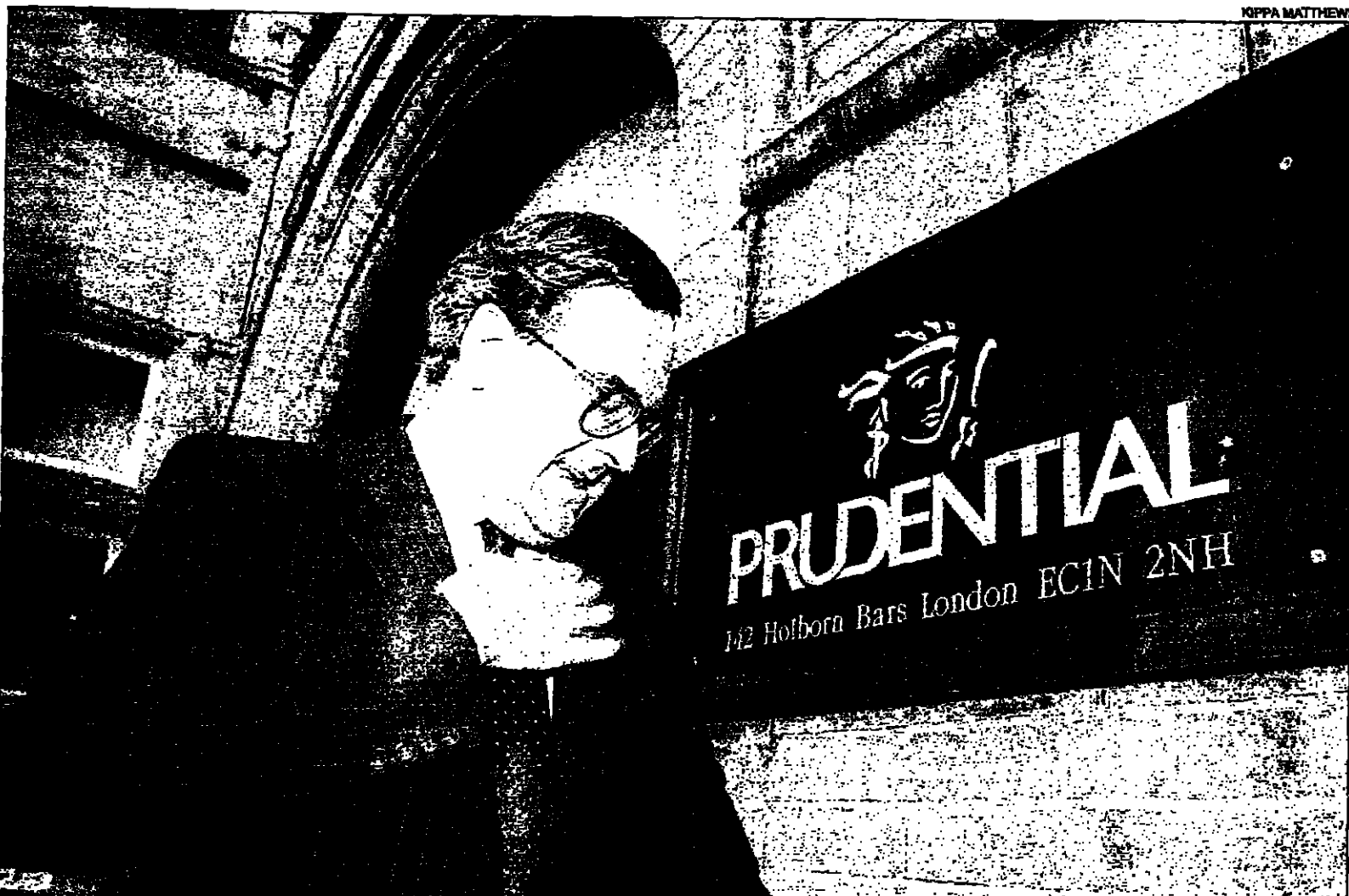
Peter Marshall: A squash star second to one

TELEVISION AND RADIO
Pages 38, 39

THE TIMES

BUSINESS EDITOR Lindsay Cook

WEDNESDAY MARCH 22 1995



Peter Davis, Prudential's new chief, yesterday said that the insurance group needed a safe pair of hands and that his task was to "settle people down"

Insurance chief went with £1.8m

By JON ASHWORTH

THE former head of Royal Insurance's American operation was paid more than £1.8 million last year — largely in compensation for loss of office — in a golden handshake that exceeds the emoluments of all the other Royal directors put together. The disclosure, in the group's annual report, will fuel the debate over executive pay levels.

Bill Buckley, who stepped down as chief executive officer of Royal Insurance's American arm in February last year, was awarded a total of £1,867,654. He received £1,262,768 as compensation for loss of office — inflated by a three-year rolling contract — and £547,919 under an executive incentive scheme dating back to 1989. By contrast, Richard Gamble, the chief executive, received emoluments of £361,860 (£297,103) in the year to December 31. Total directors' remuneration came to just over £1.6 million. Mr Buckley was replaced

by Bob Mendelsohn in the hope of accelerating change at Royal's US operations, which had underperformed. Pre-tax profits at the American practice tumbled to £9 million (£30 million) last year.

Royal Insurance went on to unveil record profits of £401 million (£151,000) last year. Separately, healthy bonus payments have boosted the remuneration of senior directors of Imperial Chemical Industries. The package of Sir Ronnie Hampel, who succeeds Sir Denis Henderson as chairman at the end of April, rose from £479,000 to £607,000 in the year to the end of December, including a £170,000 bonus. Colin Short's remuneration rose to £437,000 (£353,000), and Rob Margitt's package rose to £438,000 (£255,000). Sir Denis, a member of the Greenbury committee investigating executive pay, earned a total of £786,000 last year, £444,000 of it at ICI and £342,000 at Zeneca.

BUSINESS TODAY

STOCK MARKET			
FT-SE 100	3135.0	(+10.8)	
Yield	4.25%		
FT-SE All share	1533.44	(+5.58)	
Nikkei	Closed		
New York	4085.78	(+12.10)	
Dow Jones	697.67	(+1.35)	
S&P Composite			
US RATE			
Federal Funds	5 1/8%	(5 1/8%)	
Long Bond	102 1/8%	(102 1/8%)	
Yield	7.25%	(7.25%)	
EUROPEAN MONEY			
3-month Interbank	6 1/8%	(6 1/8%)	
Libor long gilt	100%	(100%)	
Libor (Mar)			
NEW YORK			
D	1.5855	(1.5785)	
L	1.5845	(1.5799)	
DM	2.2451	(2.2140)	
FF	7.9300	(7.8845)	
Sfr	1.0255	(1.0255)	
Yen	141.68	(141.24)	
£ Index	84.6	(84.6)	
LONDON			
DM	1.4158	(1.4030)	
FF	5.0025	(4.9850)	
Sfr	1.1785	(1.1665)	
Yen	88.39	(88.35)	
£ Index	91.0	(90.5)	
Tokyo close Yen 91.00			
NORTH SEA OIL			
Brent 15-day (Jun)	\$16.70	(\$16.75)	
GOLD			
London close	\$383.05	(\$382.35)	

* denotes midday trading price

'Controls failure' crashed Barings

By PATRICIA TEHAN
BANKING CORRESPONDENT

THE collapse of Barings, the City's oldest merchant bank, was caused by a "severe and dramatic breakdown in control systems" in its Singapore operations, according to Brian Quinn, head of supervision at the Bank of England.

Mr Quinn, a member of the Bank's team investigating the Barings collapse, refused to reveal more of the Bank's views on the matter. But he told Euro-MPs at a European Parliament committee hearing on derivatives in Brussels, that the team would report "as soon as possible", probably within a few weeks.

Barings collapsed at the end of last month after Nick Leeson, a futures trader, ran up huge losses in a gamble that the Tokyo stock market would rise.

Mr Quinn said that the inquiry was in two parts: firstly, to establish "who did what, who might have done what in the circumstances which led to the collapse", and secondly, to see what lessons were to be learned. The nature of the collapse had presented the banking world with a new challenge, said Mr Quinn. He added: "Banks do live in a more challenging environment. The speed of change of financial markets is, I think, probably unparalleled. Information technology has meant a high premium on agility and the ability to see change and react to that change." The instant nature of derivatives trading called for far closer monitoring, he said.

Pru admits need for pension cover

By ROBERT MILLER

PRUDENTIAL, the UK's biggest life insurer, yesterday admitted for the first time that it has made a specific provision to cover compensation payments to investors who may have been mis-sold personal pensions.

The company declined, however, to say how much had been set aside. It added that the amount was prudent but "not material". Sir Brian Corby, chairman of the Prudential, did disclose that a budget of £20 million had been allocated to cover the initial cost of reviewing some 600,000 personal pension policies sold by the company.

This is seen in City circles as an abrupt about-turn in policy. Under the leadership of Mick Newmarch, the former chief executive of the Prudential who resigned his post in January, the company had denied that pensions

mis-selling was a problem and that there was no need to make specific provision for any compensation.

The GMB general union has long criticised the Prudential's selling practices. Bill Day, GMB's pensions officer, welcomed the Pru's statement but added: "Their proposals will go no way in dealing with the scale of the problem. The GMB will pursue the case for compensation in the courts." He has estimated that the Pru could face a compensation bill of £250 million, based on its 10 per cent market share.

Yesterday, Sir Brian said: "We have decided it would be right and prudent to increase our provision."

The review could take up to two years, Sir Brian said. The Prudential has set up a team of 30 people, based in three cities, to review past pensions.

The Prudential reported an increase in annual pre-tax profits for last year of £603 million (£589 million). A final dividend of 9.5p makes 14.4p (13.2p) for the year.

Last month, Lloyds Abbey Life, which has 3 per cent of the market, announced a record provision of £80 million to cover compensation for investors mis-sold personal pensions.

The Prudential, whose worldwide long-term businesses saw profits fall to £477 million (£481 million), also confirmed that Peter Davis, ex-chairman of RBS Elsevier, would succeed Mr Newmarch as group chief executive.

Last night Mr Davis acknowledged that the furore surrounding Mr Newmarch's final year in office had unsettled staff. As well as his very public disagreement with city regulators, the Stock Exchange conducted a five-month investigation into Mr Newmarch's share transaction in Prudential shares,

hours before the damning SIB report on personal pensions was published. Last week the Stock Exchange cleared Mr Newmarch of any impropriety but found the Prudential guilty of breaching the exchange rules.

"My first task is to make sure that people inside the Pru get settled down," said Mr Davis. "What is needed now is a safe pair of hands."

The Prudential announced that unlike Mr Newmarch, who had a three-year rolling contract, Mr Davis will start on a two-year contract reverting to just one year thereafter. Mr Davis will earn a basic salary of £400,000. The company is also abandoning its share option scheme for directors and replacing it with a restricted share plan. If senior figures preside over exceptionally profitable years, bonuses could double.

Pennington, page 23

Non-EU trade gap widens to £343m

By JANET BUSH, ECONOMICS CORRESPONDENT

BRITAIN'S trade deficit with countries outside the European Union totalled £343 million in February compared with January's shortfall of £291 million.

This was a slightly better result than the City had expected and wiped out fears that December's, now apparently aberrant, deficit of £929 million was the start of a much more negative trend for Britain's trade performance.

The main worry about yesterday's figures was evidence that import prices are picking up as a function of the weakness of sterling. John Marsland of UBS estimates that underlying import prices, as measured by the average value index, rose 6.25 per cent in

February compared with a 1.25 per cent rise in underlying export prices.

Some economists predicted that these pressures, if sterling remains weak, could lead to another base rate rise within the next few months although others believe that the slowing of the recovery will preclude the need for such a move.

Sterling showed little reaction to the trade figures but moved higher against the mark as dealers took profits after the recent surge in the German currency. The pound ended more than two pence higher at DM2.2319 and was steady against the US dollar. The trade weighted index closed at 84.6 compared with 84.6 on Monday night.

Rail cash needs

Britain's railway and Tube networks require about £50 billion of investment over the next 20 years to raise them to the standard of their European competitors, according to a study of rail finances out this morning. Page 22

Houses warning

Mike Blackburn, the chief executive of the Halifax, Britain's largest building society, yesterday warned Government ministers that unless they are prepared to rethink proposed cuts in mortgage income support, repossession will rise and the most vulnerable of homeowners will be left without a safety net. Page 23

Signet rebels threaten a break-up

By SUSAN GILCHRIST



McAdam: no notice yet

SIGNET, the troubled former Ratner jewellery group, may be forced to break up itself if American preference shareholders succeed in pushing their demands at a hastily called special shareholders meeting.

Sass Lamie Rubin & Co, the New York investment house, along with other variable term preference shareholders, is to call a special shareholders meeting to force Signet's directors to consider the break-up and a capital reconstruction. The UK Active Value Fund,

which holds 24 per cent of the preference shares, is supporting the move. Julian Treger, an adviser to the fund, said the businesses, if sold off separately, could be worth about £820 million. "After repayment of Signet's £360 million of debt, the remaining value would still be more than double the current market value," he said.

Jurek Pisecki, chairman of Goldsmith Group, confirmed he is willing to pay £250 million for the UK businesses, which include the Ernest

Jones and H Samuel chains. Mr Treger said several companies were interested in acquiring the US operations.

The rebel shareholders, who have about 25 per cent of share capital and are owed £100 million in dividend arrears, need at least 50 per cent of the votes to succeed. Mr Treger said he was confident many ordinary shareholders would back them. Last night Signet, whose chairman is James McAdam, would only say it has yet to receive a requisition for an EGM.

Defence firms criticise procurement policies

Britain's arms industry voices concerns

By ROSS TIEMAN
INDUSTRIAL CORRESPONDENT

BRITAIN'S £15 billion a year arms industry is in danger of becoming "marginalised" by deepening French and German collaboration in weapons manufacture and procurement, industry bosses have warned MPs.

Attacking the Government for failing to lead European joint procurement initiatives, the Defence Manufacturers' Association (DMA) called for Britain to use the threat of banning overseas weapons procurement to force other countries to open their defence markets to British firms.

"If the UK Government believes that

the retention of a viable defence industry is essential to safeguard the national interest... MoD procurement policy should make some provision for enabling the British industry to play a full part in the emerging European defence equipment market," the DMA said.

The submissions, to a joint procurement policy inquiry by the Commons Industry and Defence Select Committees, reflect deep industry disquiet at the implications of accelerating European collaboration.

The Society of British Aerospace Companies, fronting a sector with 135,000 workers, used its paper to the committee to call for the Government

to take full account of industrial implications arising from its procurement decisions. That call was endorsed in a separate submission from Rolls-Royce, the aero-engine maker.

Britain's defence equipment industry rivals that of France to be the biggest in the Western world outside America, the submissions show. Spending cuts since the Cold War have accelerated the search for savings throughout Europe and North America. France and Germany have a joint procurement executive to spread development costs over larger production runs. Britain has tended to join programmes on a piecemeal basis.

In its paper to the enquiry, the DMA

warned of a growing risk to future capability from cuts in research and development spending. It fell by 20 per cent between 1984 and 1990, while the number of scientists almost halved to 24,000, the DMA said.

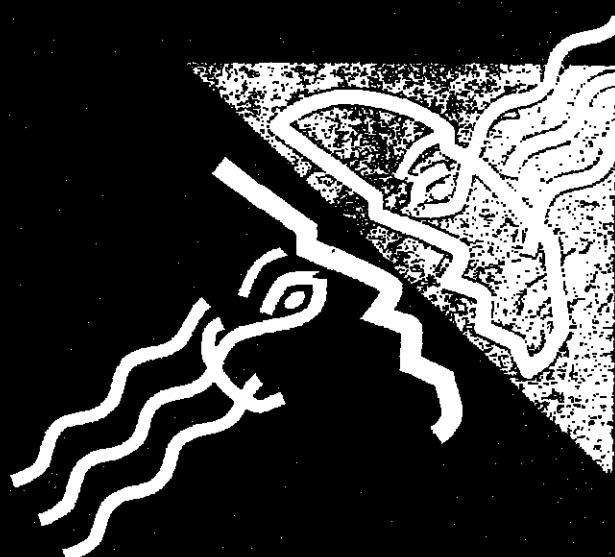
"The UK MoD's procurement policies are seen as verging on the hostile to the indigenous industrial base," the DMA told the cross-party committee of MPs. Unless the situation was put right, Britain would face "increasing dependence on politically unreliable offshore suppliers of equipment specified to meet other nations' priorities" and risk its export strength.

Pennington, page 23

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TRADE INDEMNITY

Tempus, page 3

□ Bank of England has an opportunity to refocus □ Defence industry needs fresh start □ New Labour rethinks power

Vacancy at the Bank

RUPERT PENNANT-REA fell because revelations about his private life at the Bank of England made him look, overnight, too silly to be taken seriously as Deputy Governor. In truth, however, the matching of reliable, hard-working, suburban Eddie George and the sparky, irreverent, posh Mr Pennant-Rea was never the dream team that Lady Hogg and others thought that it might be.

Rather, their pairing left the top of the Bank unbalanced. The unwanted vacancy at number two should be used to redress that.

Barings' collapse may have been due to a "severe and dramatic breakdown of control systems", beyond the remit of a central bank, as Brian Quinn, the Bank director in charge of supervision, suggested yesterday. The Bank's handling of the affair was eventually energetic. But its failure to make arrangements that would prevent Barings defaulting betrayed an unhappy loss of authority and skill in City matters. Like most of the distinguished bankers gathered in its parlours that weekend, top Bank people were not at home with derivatives. A speedy deal by the administrators of Barings minimised the immediate damage, but the loss of credit to London banks will force other changes — such as greater foreign ownership — that will

further undermine the Bank's traditional role.

Individual bank failures do not imply some ghastly lapse or structural inadequacy in banking supervision. Nor was it written in stone that the Bank would always be able to save the good name of the City of London or its legendary merchant banks.

As the Bank has realised, to its credit, times are changing. But what should its strategy be? The Bank has not sufficiently explored these changes, or adjusted its role in regulation: as the guardian (or not) of the City, as a leader in EU rule-making, as arbiter of desirable and undesirable combinations of banking, insurance, securities, derivatives and own-account speculation.

Since the days of Montagu Norman, international finance and monetary policy have provided the fashionable roles for top Bank officials. Banking, supervision and the City have often been left to the non-commissioned officers. The George/Pennant-Rea regime was far too preoccupied with monetary policy and the Bank's

self-important new prominence in the fight against inflation. Yet that job may shift to Frankfurt within a decade.

For balance, the regulatory side should be the main interest of either Governor or Deputy. After the Johnson Matthey Bankers affair, the departure of Sir Kit McMahon to Midland Bank enabled the former Governor to bring Sir George Blunden out of semi-retirement to beef up the City side of the Bank as Deputy Governor. More firepower is again needed there. The appointment of a new Deputy, whether from within or outside, should reflect that priority.

Chivalry is better than suicide

FOR a decade, the Ministry of Defence has been at war with British equipment suppliers. Repeated poor performance by some leading contractors, allied with a switch to competitive tendering, created an MoD culture more inclined to buy American off the shelf.

Some industry submissions, to



the joint inquiry opened yesterday by the Commons industry and defence committees, reveal alarming bitterness. The Defence Manufacturers' Association said that MoD procurement policies are "seen as verging on the hostile to the indigenous industrial base".

In an effort to cure its ills, Britain's biggest manufacturing industry has cut deep. Dozens of factories, tens of thousands of jobs have gone. This treatment is starting to bring efficiency gains. Exports, at £5 billion a year, remain equal to domestic purchases. Many of Britain's defence products are evidently still world class.

So, too, is the manufacturing cost base. But in one key respect

the industry has been badly weakened by its war with the MoD. The number of scientists has halved, and the research effort has lost focus. Is Britain to rely in future on American technology? Or shall we devise strategic research objectives, feeding into production partnerships in Europe or north America, to retain key technologies?

A new generation of ministers, led by Michael Heseltine at DTI and Roger Freeman in defence procurement, at least seems to understand the danger. Britain's most successful companies, in aerospace and elsewhere, have abandoned adversarial relations with their suppliers and adopted a practice known as partnership sourcing, to design and develop products and cut costs by secure specialisation. The MoD's aggression towards big suppliers has also outlived its usefulness.

In submissions yesterday, the defence industry asked for a new start. Contractors are willing to contribute more to research costs, in exchange for a more wholehearted commitment from their key customer. Smiths Industries proposed a joint MoD/

supplier programme to cut costs by 25 per cent over the next five years. The MoD should have the sense to pick up the gauntlet.

New Labour's alternating current

OPPOSITION politicians have made the most of the Government's season of grief over energy policy and electricity by means of well-placed soundbites. But actual policy statements have been thin on the ground. Martin O'Neill, Shadow energy spokesman, has now pushed some New Labour views to the fore at the unlikely forum of a lunch arranged by East Midlands Electricity.

First, no more nuclear stations will be built and the life of existing plant will not be extended. This may play well with Islington greens but is hardly what the party's supporters in the heavy engineering unions want to hear.

Second, Labour is not opposing the flotation of the National Grid so long as an unspecified proportion of the proceeds go to

customers. This comes at a moment when a package being touted by Stephen Littlechild, whereby a third of a proposed four-stage, £100-a-home rebate is funded from the Grid Board, is running into opposition from the Grid's owners, the regional electricity companies.

Third, Labour would not always look askance at takeovers, even tax-driven raids such as Trafalgar House's bid for Northern, if consumers benefit.

Fourth, Professor Littlechild need not necessarily pack his bags immediately if Labour wins the election — Mr O'Neill says there is too much of the "P45 mentality" abroad — but he should expect his life to be made rather more arduous. Providing, one assumes, that Michael Heseltine does not hand the regulator his P45 first.

Policy test

PRUDENTIAL's latest profit reflects reforms made under Mick Newmarch. But these cost spectacular City political incorrectness. Peter Davis, its successor, has to wear an uncomfortable halo. The Pru has done the decent thing on executive pay but stuck to old-style secrecy on pensions provisions. The tougher test for the Pru, as for its rivals, is designing policies for a newly untrusting public.

Halifax chief wants rethink on mortgage benefit cuts

By ROBERT MILLER

MIKE BLACKBURN, the chief executive of the Halifax Building Society, yesterday warned the Government that unless it was prepared to rethink its proposed cuts in mortgage income support, repossession would rise and the most vulnerable would be left without a safety net.

Mr Blackburn, who was announcing a 13 per cent rise in pre-tax profits to £975 million for 1994, said: "Those who don't need insurance will get it and those that do need it will find it difficult or impossible to obtain. That situation cannot be good for the housing market and possessions in general. But it will be even more unhelpful to the Government in the run-up to the general election."

Bad-debt provisions fell sharply to £88 million against £271 previously. But Jon Foulds, chairman of the Halifax, said it would be difficult to sustain the decreasing trend in the face of "severely reduced" DSS income support payment for mortgage interest.

Commenting on the High

Court case brought by the Building Societies Commission to test the validity of the free share offer to more than 2 million borrowers after the proposed Halifax and Leeds Permanent merger and stock market listing, Mr Blackburn said: "If the ruling is positive and upholds our view then we shall be issuing the merger documents at the end of next week." The case ended yesterday and the ruling is expected next Tuesday.

The Halifax increased its net lending last year by 13 per cent to £3.6 billion. Mr Foulds added: "The market was price driven, creating pressure on margins. To maintain competitiveness we offered members cashbacks, free valuations, longer term discounted variable rates and the ability to mix and match discounts."

In spite of the increase in mortgage lending, the Halifax's share of the UK mortgage market was steady at 19 per cent. Investment balances rose to £53.7 billion from £51.6 billion while the number of savings accounts rose by 1 per cent to 13 million.

Losses within the Halifax Estate Agency business fell by 50 per cent last year to £2 million. Within this division the Halifax Property Services network contributed nearly 11 per cent of the society's mortgage introductions.

This autumn, Halifax will launch telephone-based direct services from a centre in Leeds, which will lead to the creation of 200 jobs. The new banking-style telephone service will offer unsecured loans and current accounts as well as Visa and debit cards.



Blackburn: warning

UniChem in healthy advance

By CARL MORTISHED

UNICHEM increased margins and market share in its pharmaceutical wholesale operations last year to produce pre-tax profits of £44 million, up from £37.5 million last year.

The core business of wholesaling drugs raised turnover 12.8 per cent in spite of sluggish growth in prescriptions, while operating margins grew from 3 to 3.1 per cent. That resulted in a 16 per cent jump in operating profits to £37 million, in spite of £1.5 million in one-off computerisation costs.

Turnover in the wholesale business also gained 7 per cent from acquisitions. Mess Chemists, UniChem's retail chain, increased turnover by a third. Underlying growth was 4 per cent and profits increased by £1.7 million to £8.3 million.

UniChem is raising the dividend 13 per cent to 7.2p on earnings of 18.8p a share, up 11 per cent.

Sainsbury buys club outlets

By SUSAN GILCHRIST

NURDIN & PEACOCK is pulling out of the warehouse club market after only a year with the sale of its three Cargo Club outlets to J Sainsbury for £45 million in cash. Up to 400 jobs are at stake.

Alex Rentoul, commercial director, said the decision followed disappointing turnover levels and rising site costs. "We believe we can achieve better returns for shareholders through developing our core business," he said. Cargo Club lost £7.4 million last year.

There would be redundancies among the 400 employees, but it was too early to say how many. Closure costs, including refunds to the 120,000 members, would total £5.5 million. The sites cost £31 million and the net profit will be £8.5 million after disposal. Sainsbury plans to convert the Bristol site into a Sainsbury supermarket and the Wednesbury store into a Savacentre hypermarket.



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Early gains halved

TRADING PERIOD: Settlement takes place ten business days after the day of trade. Changes are calculated on the previous day's close, but adjustments are made when a stock is ex-dividend. Changes, yields and price/earnings ratios are based on middle prices.

[illegible]

TRADING PERIOD: See the previous day's closing price/earnings ratios are					
1994/95	Low	Company	Price	%	Vol
20 1/2	1	Lackner (A)	12	...	42
20 1/2	1	Lackner (B)	12	...	42
20 1/2	1	Lackner (C)	12	...	42
20 1/2	1	Lackner (D)	12	...	42
20 1/2	1	Lackner (E)	12	...	42
20 1/2	1	Lackner (F)	12	...	42
20 1/2	1	Lackner (G)	12	...	42
20 1/2	1	Lackner (H)	12	...	42
20 1/2	1	Lackner (I)	12	...	42
20 1/2	1	Lackner (J)	12	...	42
20 1/2	1	Lackner (K)	12	...	42
20 1/2	1	Lackner (L)	12	...	42
20 1/2	1	Lackner (M)	12	...	42
20 1/2	1	Lackner (N)	12	...	42
20 1/2	1	Lackner (O)	12	...	42
20 1/2	1	Lackner (P)	12	...	42
20 1/2	1	Lackner (Q)	12	...	42
20 1/2	1	Lackner (R)	12	...	42
20 1/2	1	Lackner (S)	12	...	42
20 1/2	1	Lackner (T)	12	...	42
20 1/2	1	Lackner (U)	12	...	42
20 1/2	1	Lackner (V)	12	...	42
20 1/2	1	Lackner (W)	12	...	42
20 1/2	1	Lackner (X)	12	...	42
20 1/2	1	Lackner (Y)	12	...	42
20 1/2	1	Lackner (Z)	12	...	42
20 1/2	1	Lackner (AA)	12	...	42
20 1/2	1	Lackner (AB)	12	...	42
20 1/2	1	Lackner (AC)	12	...	42
20 1/2	1	Lackner (AD)	12	...	42
20 1/2	1	Lackner (AE)	12	...	42
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20 1/2	1	Lackner (AG)	12	...	42
20 1/2	1	Lackner (AH)	12	...	42
20 1/2	1	Lackner (AI)	12	...	42
20 1/2	1	Lackner (AJ)	12	...	42
20 1/2	1	Lackner (AK)	12	...	42
20 1/2	1	Lackner (AL)	12	...	42
20 1/2	1	Lackner (AM)	12	...	42
20 1/2	1	Lackner (AN)	12	...	42
20 1/2	1	Lackner (AO)	12	...	42
20 1/2	1	Lackner (AP)	12	...	42
20 1/2	1	Lackner (AQ)	12	...	42
20 1/2	1	Lackner (AR)	12	...	42
20 1/2	1	Lackner (AS)	12	...	42
20 1/2	1	Lackner (AT)	12	...	42
20 1/2	1	Lackner (AU)	12	...	42
20 1/2	1	Lackner (AV)	12	...	42
20 1/2	1	Lackner (AW)	12	...	42
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20 1/2	1	Lackner (BD)	12	...	42
20 1/2	1	Lackner (BE)	12	...	42
20 1/2	1	Lackner (BF)	12	...	42
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20 1/2	1	Lackner (BL)	12	...	42
20 1/2	1	Lackner (BM)	12	...	42
20 1/2	1	Lackner (BN)	12	...	42
20 1/2	1	Lackner (BO)	12	...	42
20 1/2	1	Lackner (BP)	12	...	42
20 1/2	1	Lackner (BQ)	12	...	42
20 1/2	1	Lackner (BR)	12	...	42
20 1/2	1	Lackner (BS)	12	...	42
20 1/2	1	Lackner (BT)	12	...	42
20 1/2	1	Lackner (BU)	12	...	42
20 1/2	1	Lackner (BV)	12	...	42
20 1/2	1	Lackner (BW)	12	...	42
20 1/2	1	Lackner (BX)	12	...	42
20 1/2	1	Lackner (BY)	12	...	42
20 1/2					

12MRS Low Company		Price	YTD %	1M %
12MRS	Low	Company	Price	YTD %
218	172	Eastern	177	28
219	173	Easton Inc	177	28
220	174	Easton Inc	177	28
221	175	Easton Inc	177	28
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302	256	Easton Inc	177	28
303	257	Easton Inc	177	28
304	258	Easton Inc	177	28
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306	260	Easton Inc	177	28
307	261	Easton Inc	177	28
308				

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1995 US Top 100 Corp.		Firm		Firm	
Rank	Company	Assets	Change	Rank	Change
1	Wal-Mart Stores	160	+6	43	-2
2	Wal-Mart Stores	158	+6	44	-2
3	Wal-Mart Stores	158	+6	45	-2
4	Wal-Mart Stores	158	+6	46	-2
5	Wal-Mart Stores	158	+6	47	-2
6	Wal-Mart Stores	158	+6	48	-2
7	Wal-Mart Stores	158	+6	49	-2
8	Wal-Mart Stores	158	+6	50	-2
9	Wal-Mart Stores	158	+6	51	-2
10	Wal-Mart Stores	158	+6	52	-2
11	Wal-Mart Stores	158	+6	53	-2
12	Wal-Mart Stores	158	+6	54	-2
13	Wal-Mart Stores	158	+6	55	-2
14	Wal-Mart Stores	158	+6	56	-2
15	Wal-Mart Stores	158	+6	57	-2
16	Wal-Mart Stores	158	+6	58	-2
17	Wal-Mart Stores	158	+6	59	-2
18	Wal-Mart Stores	158	+6	60	-2
19	Wal-Mart Stores	158	+6	61	-2
20	Wal-Mart Stores	158	+6	62	-2
21	Wal-Mart Stores	158	+6	63	-2
22	Wal-Mart Stores	158	+6	64	-2
23	Wal-Mart Stores	158	+6	65	-2
24	Wal-Mart Stores	158	+6	66	-2
25	Wal-Mart Stores	158	+6	67	-2
26	Wal-Mart Stores	158	+6	68	-2
27	Wal-Mart Stores	158	+6	69	-2
28	Wal-Mart Stores	158	+6	70	-2
29	Wal-Mart Stores	158	+6	71	-2
30	Wal-Mart Stores	158	+6	72	-2
31	Wal-Mart Stores	158	+6	73	-2
32	Wal-Mart Stores	158	+6	74	-2
33	Wal-Mart Stores	158	+6	75	-2
34	Wal-Mart Stores	158	+6	76	-2
35	Wal-Mart Stores	158	+6	77	-2
36	Wal-Mart Stores	158	+6	78	-2
37	Wal-Mart Stores	158	+6	79	-2
38	Wal-Mart Stores	158	+6	80	-2
39	Wal-Mart Stores	158	+6	81	-2
40	Wal-Mart Stores	158	+6	82	-2
41	Wal-Mart Stores	158	+6	83	-2
42	Wal-Mart Stores	158	+6	84	-2
43	Wal-Mart Stores	158	+6	85	-2
44	Wal-Mart Stores	158	+6	86	-2
45	Wal-Mart Stores	158	+6	87	-2
46	Wal-Mart Stores	158	+6	88	-2
47	Wal-Mart Stores	158	+6	89	-2
48	Wal-Mart Stores	158	+6	90	-2
49	Wal-Mart Stores	158	+6	91	-2
50	Wal-Mart Stores	158	+6	92	-2
51	Wal-Mart Stores	158	+6	93	-2
52	Wal-Mart Stores	158	+6	94	-2
53	Wal-Mart Stores	158	+6	95	-2
54	Wal-Mart Stores	158	+6	96	-2
55	Wal-Mart Stores	158	+6	97	-2
56	Wal-Mart Stores	158	+6	98	-2
57	Wal-Mart Stores	158	+6	99	-2
58	Wal-Mart Stores	158	+6	100	-2

PHARMACEUTICALS

615	718	818	918	1018	1118	1218	1318	1418	1518
1618	1718	1818	1918	2018	2118	2218	2318	2418	2518
2618	2718	2818	2918	3018	3118	3218	3318	3418	3518
3618	3718	3818	3918	4018	4118	4218	4318	4418	4518
4618	4718	4818	4918	5018	5118	5218	5318	5418	5518
5618	5718	5818	5918	6018	6118	6218	6318	6418	6518
6618	6718	6818	6918	7018	7118	7218	7318	7418	7518
7618	7718	7818	7918	8018	8118	8218	8318	8418	8518
8618	8718	8818	8918	9018	9118	9218	9318	9418	9518
9618	9718	9818	9918	10018	10118	10218	10318	10418	10518

PRINTING & PAPER

10618	10718	10818	10918	11018	11118	11218	11318	11418	11518
11618	11718	11818	11918	12018	12118	12218	12318	12418	12518
12618	12718	12818	12918	13018	13118	13218	13318	13418	13518
13618	13718	13818	13918	14018	14118	14218	14318	14418	14518
14618	14718	14818	14918	15018	15118	15218	15318	15418	15518
15618	15718	15818	15918	16018	16118	16218	16318	16418	16518
16618	16718	16818	16918	17018	17118	17218	17318	17418	17518
17618	17718	17818	17918	18018	18118	18218	18318	18418	18518
18618	18718	18818	18918	19018	19118	19218	19318	19418	19518
19618	19718	19818	19918	20018	20118	20218	20318	20418	20518

PROPERTY

210	220	230	240	250	260	270	280	290	300
310	320	330	340	350	360	370	380	390	400
410	420	430	440	450	460	470	480	490	500
510	520	530	540	550	560	570	580	590	600
610	620	630	640	650	660	670	680	690	700
710	720	730	740	750	760	770	780	790	800
810	820	830	840	850	860	870	880	890	900
910	920	930	940	950	960	970	980	990	1000
1010	1020	1030	1040	1050	1060	1070	1080	1090	1100
1110	1120	1130	1140	1150	1160	1170	1180	1190	1200

RETAILERS, FOOD

1210	1220	1230	1240	1250	1260	1270	1280	1290	1300
1310	1320	1330	1340	1350	1360	1370	1380	1390	1400
1410	1420	1430	1440	1450	1460	1470	1480	1490	1500
1510	1520	1530	1540	1550	1560	1570	1580	1590	1600
1610	1620	1630	1640	1650	1660	1670	1680	1690	1700
1710	1720	1730	1740	1750	1760	1770	1780	1790	1800
1810	1820	1830	1840	1850	1860	1870	1880	1890	1900
1910	1920	1930	1940	1950	1960	1970	1980	1990	2000
2010	2020	2030	2040	2050	2060	2070	2080	2090	2100
2110	2120	2130	2140	2150	2160	2170	2180	2190	2200

RETAILERS, GENERAL

2210	2220	2230	2240	2250	2260	2270	2280	2290	2300
2310	2320	2330	2340	2350	2360	2370	2380	2390	2400
2410	2420	2430	2440	2450	2460	2470	2480	2490	2500
2510	2520	2530	2540	2550	2560	2570	2580	2590	2600
2610	2620	2630	2640	2650	2660	2670	2680	2690	2700
2710	2720	2730	2740	2750	2760	2770	2780	2790	2800
2810	2820	2830	2840	2850	2860	2870	2880	2890	2900
2910	2920	2930	2940	2950	2960	2970	2980	2990	3000
3010	3020	3030	3040	3050	3060	3070	3080	3090	3100
3110	3120	3130	3140	3150	3160	3170	3180	3190	3200

[illegible]

MANAGEMENT

Passing on the paperwork

David Young visits one company where the new strategy for outsourcing many office functions is working wonders

The oil industry has been a traditional user of outsourcing at the sharp end of exploration, using specialist sub-contractors to carry out such tasks as seismic surveying, drilling and oilfield support services.

However, outsourcing is being increasingly used by the companies at the other end of their businesses, where oil products are sold to the customer.

The latest move in this direction means that BP Oil and the other main company in Hemel Hempstead, Kodak, are now linked by more than the stretch of dual carriageway between their head office buildings.

Kodak Facilities Management has just been awarded a £3.4 million contract to run BP Oil's office imaging, mailroom management, print administration and records and information management.

The decision by BP Oil to award the contract to its near neighbour came after a thorough analysis of its requirements and a study of all the major players in the document handling sector.

The process started in 1993, when BP Oil examined its support services, prompted by increasing competition in the marketplace particularly from the supermarket retail chains.

BP Oil needed to realign its approach to cost management and tying up working capital in office and administrative operations.

Richard Paver, BP Oil property services manager, said: "The result was a uniform strategy, agreed across the worldwide business, with flexibility as to how it was to be realised. Each country was to look at the level of ownership it had over administrative support, and to outsource these services where it could be shown that benefits could

be gained over and above liquidating capital."

BP Oil UK invited competitive tenders and Kodak FM now provides all office imaging needs. This involves all centralised and walk-up document output, whether processed through high-volume copying, or managed as on-demand electronic printing over the network. These services deal both with office documentation and with mainframe data processing output. Kodak FM also runs the mailroom, including internal distribution, couriers, post and franking.

Kodak deals with all records management, converting incoming carriage-way between their head office buildings.

"The trend to successful outsourcing is being led by the really major players"

The final aspect of the contract involves Kodak in managing BP Oil's print buying for items such as brochures, retail promotions and other glossy literature.

Mr Paver said: "There are other 'softer'—though no less important—benefits which are accruing from the outsourcing process. Kodak FM has retained the majority of BP Oil staff previously working on these support services. As well as providing a certain corporate continuity these staff—who are now Kodak FM employees—have much better prospects. They are employed in a company in their area of activity, namely document management. This means that their training, management, career path, and hence motivation, are now immeasurably enhanced. From our point of view, this makes worries about the retention of such expert staff a thing of the past."



BP Oil's head office in Hemel Hempstead, where its next door neighbour handles the mail

To make sure that the benefits are quantifiable and lasting, BP Oil monitors the contract using a member of its staff who is a specialist on purchasing and contract management.

As well as detailed financial evaluation of the contract, staff are regularly surveyed on their opinion

of the service. Mr Paver added: "Overall I would say that the trend to successful outsourcing—and one must remember that not all experiences have been good—is being led in each industry by the really major players, British Gas, BP, IBM and so on."

"That it is a real trend is indi-

cated by two factors. First, the meteoric growth of companies like Kodak FM. Secondly, the even greater growth in the number of commercial seminars on the subject. I am sure that throughout Europe, commerce and industry are looking with keen interest at the UK experience."

A service well documented

Companies are increasingly looking to outside contractors to take charge of key administrative functions

Despite moves towards the paperless office, a growing number of companies are becoming increasingly aware of the importance of having a well-organised documentation system in operation, writes David Young.

Badly produced and badly managed documents can affect a company's levels of productivity and have a damaging effect on its reputation.

This awareness has emerged at the same time as a realisation that outsourcing by a company can extend beyond the catering and cleaning functions to cover the whole gamut of reprographics.

Some companies started outsourcing their documentation requirements early in the Eighties, but it wasn't until Rank Xerox Business Services began offering the service in 1989 that the demand was fully tapped.

Rank Xerox Business Services is now the leader in the field, with more than 100 contracts under which the company equips, staffs and manages centralised print rooms, data centre printing and mailroom services for clients.

This aspect of outsourcing has grown because companies have now started to grasp just what is involved and how, by using a company such as Rank Xerox, they can release staff to deal with other core tasks.

Although advances in technology have vastly improved a company's ability to manage data electronically, 90 per cent of information created ends up being used in various forms of documentation.

Documents consume an average of 60 per cent of an office worker's time, according to the American Institute of Management, and can account for up to 40 per cent of

wage costs and 8 per cent of company revenue.

One of the best known of Rank Xerox's clients for outsourcing of its document handling requirements is the management consultancy Coopers and Lybrand, a company which itself uses the phrase "Solutions for Business" in its corporate logo, and which recently merged with Deloitte Haskins and Sells to create the UK's largest accountants and management consultancy.

John Graham-Brown, administration partner, said: "We chose Rank Xerox because they offered us the most appropriate solution to our needs."

"We have seen marked improvements in turn-around time and quality, from the production of internal telephone lists to 200-page client reports which, being distributed to board

directors, need to be produced to the highest standard."

"We no longer have the distraction involved in managing document production and can concentrate on being totally committed to the development of business solutions."

Another satisfied customer is Alan Partridge, UK facilities operations manager for Hewlett Packard, which has contracted its entire documentation requirement to Rank Xerox.

Mr Partridge said: "As part of our contract, staffing is maintained at agreed levels, which means we get a continuous service and productivity has been increased."

"Our staff are particularly happy with how their deadlines are being met, and with the minimum amount of downtime on copiers—a direct result of regular health checks being carried out."

Advances in technology have vastly improved the ability to manage data electronically

FACILITIES MANAGEMENT

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THE TIMES

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We will be focusing on a specific F.M. topic monthly, within our traditional feature.

The relevant dates and topics are:-

Wednesday April 19th : Cleaning Services
Wednesday May 17th : Computer Rooms
Wednesday June 21st : Heating and Ventilation
Wednesday July 19th : Building Maintenance

During 1995 The Times will become increasingly involved with F.M. Exhibitions and Conferences throughout the country - this reflects our support to the industry.

For further information please call Chris O'Neill

Tel: 0171 782 7936 Fax: 0171 782 7702

Make the most of your post

Unsolicited letters may be annoying, but direct mail is a boom business. Rodney Hobson spoke to a company which specialises in putting more post on the doormat

As every household knows, unsolicited mail and inserts in newspapers and magazines are arriving in ever-increasing numbers. Most direct marketing efforts are handled in-house but one specialist in the field is convinced that this operation will increasingly be outsourced.

Colleagues, founded in 1987, took a stockmarket listing this month. The share placing raised £8 million to fund the expected growth. This year it expects to send out 1.25 billion pieces of paper on behalf of clients.

Direct marketing — any form of advertising or communication that seeks a direct response — includes direct mail, door-to-door sales, marketing over the telephone, coupons and inserts in newspapers and magazines and routine mail such as electricity bills.

The total expenditure on direct marketing was estimated to be about £3.4 billion in 1992 and growing fast. Of this, £900 million was direct mail. Estimates suggest that direct marketing will grow by 38 per cent between now and 1998.

Direct mail has grown particularly rapidly, trebling over the past ten years. In 1993, about 2.4 billion items of direct mail were posted in the UK and about 120 million orders for goods and services were placed in response.

Further growth will come not only from businesses using direct marketing for the first time, but also from existing users expanding their operations.

Industry data suggests that UK households receive less direct mail than their European counterparts — 42 unsolicited letters a year per head of population in Britain, as against 105 in Switzerland and 86 in Belgium.

Insurers have been the fastest growing sector using direct marketing over the past decade. They form the largest group, with 10.3 per cent of the market. Banks and credit card issuers are also heavy users. Colleagues was founded by

James Robson, now chairman, who was joined a year later by Andrew Bennett, managing director. Both had worked for Damart, a large European mail order group where Mr Robson was marketing director.

Although Colleagues claims to be the largest independent direct marketing agency in the UK, it admits that its share of the total direct marketing sector is relatively small because, historically, a large proportion of direct marketing has been handled in-house. That apart,

'It is in no one's interest to mail things to people who don't want them. It is an astonishing waste of money'

its competitors are mainly agencies which form part of large creative or marketing services groups.

Colleagues believes growth lies in persuading companies that they can achieve a better response at lower cost than an in-house operation.

Mr Robson says: "We are not a bunch of advertising and marketing gurus. We are retained by large companies to save them an enormous amount of money. We do not employ lots of people with ponytails who drive Porsches. We can cut clients' production costs by 47 per cent."

Colleagues itself outsources much of its work, for example the printing. Mr Robson says: "We don't own printing presses or other expensive equipment."

Its buying power enables it to procure competitive prices and high quality, using a number of

suppliers around Europe. Mr Robson says: "As much of the material being printed is due for dispatch on a predetermined date, the timely completion of the print and production is of the utmost importance. The group maintains regular contact with suppliers regarding the status of each job."

Mr Robson says the direct marketing industry has experienced rapid growth since the early 1980s as a result of the changing nature of advertising techniques. As the purpose of direct marketing is to invoke a reply, it is possible to monitor the effectiveness of any campaign. This is not usually possible with other forms of advertising. Over a period of years, organisations are able to use this feedback to fine-tune their direct marketing campaigns and make them more effective.

He says: "It is in no one's interest to mail things to people who don't want them. It is an astonishing waste of money."

Mr Robson says most of his customers are high-volume, experienced advertisers operating with large marketing budgets and a good understanding of the benefits that can be achieved through direct marketing. Consequently, the customer profile principally comprises blue chip companies and major charitable organisations.

While data on the insert market is not as readily available as for other forms of direct marketing, Colleagues believes this sector has experienced strong growth that will continue.

Mr Robson says: "The major factor is the increasing number of opportunities for placement that are available. Major organisations who regularly communicate with their customers are increasingly taking advantage of this opportunity by including inserts in their mailings. In addition, the national daily newspapers have become more receptive to carrying inserts and a number have installed machinery capable of inserting at the same time as printing."



NEWS IN BRIEF

A contract too large

THE AUDIT Commission has correctly identified many of the problems in the implementation of compulsory competitive tendering but fails to suggest many of the solutions required, according to the Business Services Association. John Hall, the association's director-general, says problems include putting too many services into too large a package for many contractors to cope with, and excessive monitoring. He says factors that discourage tendering that are not covered by the report include unduly complicated and lengthy documentation, excessive penalty clauses and high-performance bonds.

IMMEDIATE advice on topics ranging from pollution to pest control is now available for businesses through the first national "on demand" environmental health and safety information service. It has been launched by National Britannia, which provides consultancy services to more than 17,000 companies. Called ResponseLine, subscribers can telephone a team of experts for instant up-to-date information on the increasingly complex issues of health and safety.

BET HAS reorganised its outsourcing services into three divisions within its BET Management Services subsidiary. The divisions are commercial and industrial, public sector and healthcare.

THE HOME Office has awarded an 18-month facilities management service contract to Trafalgar House, covering five of its properties in Croydon. Trafalgar House Facilities Services will provide porterage and handyman services, landscaping maintenance, kitchen and server deep cleaning and pest control.

BARCLAYS Development Capital, the private equity arm of BZW, has taken a 49 per cent stake in Unistat, the UK's second largest independent stationer. Barclays says the decision is part of its strategy to back companies with good management in growth sectors of British industry.

THE AUTOMATIC Vending Association of Britain is holding what is claimed to be the world's largest vending exhibition at the G-Mex Centre in Manchester on April 4-6. More than 130 exhibitors are taking part.

AFTER THE success of this year's FM Expo 95 at London's Olympia, the British Institute of Facilities Management and the exhibition organisers, Blenheim, have agreed jointly to organise and host next year's FM Expo 96. The show will take place at Olympia from March 26-28.

AN UNIQUE agreement has been signed by Unisys and The Cooperative Bank under which Unisys has taken over the cheque and payment document processing and clearing business of the bank. Cheque processing is increasingly being regarded in the banking industry as no longer a core business and both Unisys and The Cooperative Bank hope to sell the new service to other banks and building societies.

HOSKYN'S HAS BEEN awarded the facilities management contract for the Crest electronic securities settlement system which is being developed by the Bank of England to replace the ill-fated Stock Exchange Taurus system. Hoskyn's will provide sites and operate and manage the systems on behalf of the bank subsidiary, CrestCo.

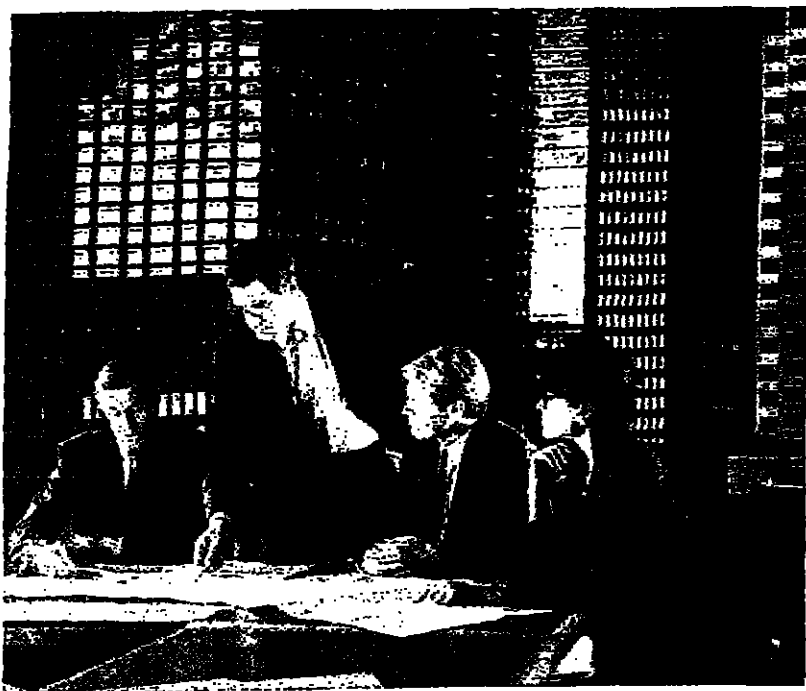
GEORGE S. HALL, the energy and facilities management company, has marked its centenary year with a record turnover, in excess of £25 million. In 1990 the company had a turnover of £4 million and employed 50 staff, compared with 500 at present, and is now targeting markets in Europe as part of its further expansion plans.

SYMONDS GROUP has exchanged contracts to buy the principal business and assets of Travers Morgan in the UK. The move, which brings the 850-strong Travers Morgan transport and environmental consultancy staff under the Symonds umbrella, represents a big step forward in Symonds's drive to become a global player in the property and facilities management field. Symonds is owned by the French group, Compagnie Générale des Eaux.

DAVID YOUNG

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There are 3 ways to temp and 3 types of agencies. 1 The 5th Option - the green and blue slopes of temping. Predictable, minimum effort but also minimum reward. 2 Middle of the Road - the red and black slopes. It's OK but will there be anyone there to help pick up the pieces if you take a tumble? 3 Off-Piste - a real challenge with maximum excitement and reward. The elite with your own guide on hand to help you make the most of every run. If you have EXTREME confidence in your secretarial skills and feel ready for the off-piste challenge you should be talking to us. Call our experienced guides now and start paying for snow! 0171 390 7000

Crone Corkill

Calling Numerate Administrators

£20,000

Thriving US Fund Managers based in Broadgate (EC2) need two numerate, computer literate Administrative Assistants. Supporting either the Fixed Income or the Equity Fund Management team, duties will be mostly of a non-secretarial nature - extensive performance analysis, presentation work and international client liaison. You need a City/Financial background and a thorough knowledge of Windows software (Ideally AmPro, spreadsheets (Excel) and graphics (Freemove/Powerpoint). Age 22-30. Temp to perm a possibility. Maths/A level essential. Please telephone Catherine Ferguson on 0171 390 7000

Crone Corkill

True PA

to £23,000 plus Banking
Benefits

Confidence, charm and flexibility are some of the skills you will need in order to handle this truly demanding PA role. Working for the head of one of the most profitable divisions of a highly successful City based financial institution, your role will be a true mixture of business and personal work. Your day may consist of taking minutes at board meetings, organising client entertainment or shopping for your boss! To enjoy this position you will be a team player, be able to anticipate problems and have a solid financial CV. Skills 100/60/Word for Windows. Ageless 20+/30+. For further information: Please call Claire Ashley on 0171 390 7000

Crone Corkill

Imperial Cancer Research Fund is one of Britain's largest charities. Our aim is to prevent, treat or cure all forms of cancer.

PERSONAL/CLINIC SECRETARY

SALARY £13,893 - £14,274 PLUS BENEFITS

We are currently seeking a qualified medical secretary to work at our Clinical Oncology Unit and act as personal secretary to one of the unit's consultants. Based at City's hospital, Lincoln Square, you will have full secretarial responsibility for the research programme. This will involve duties such as preparing scientific reports for publication, running outpatient clinics and maintaining reference and patient databases. As personal secretary to the consultant, you will maintain the daily schedule and manage all his correspondence. The successful applicant will show tact and initiative as this position involves close contact with patients, relatives and hospital staff. A loyal and flexible individual, you must have previous experience as a medical/clinic secretary. You will need excellent wordprocessing skills (e.g. WordPerfect) and be familiar with database techniques. Suitable vacancies of this nature are due to arise in the near future.

To apply please send two copies of your CV including names and addresses of two referees and a covering letter to the Personnel Department, Imperial Cancer Research Fund, PO Box 123, Lincoln's Inn Fields, London WC2A 9PX, quoting reference number 615/2. Closing date: 4th April 1995.

**Imperial Cancer
Research Fund**

CALLING ALL CITY SECRETARIES

Fabulous Opportunities £10,000-£20,000 + benefits
Spring is the time for renewal and that can include the job front. There is nothing worse than spending 8 hours a day, if not longer, working in a role or environment which causes stagnation.

Pan European has numerous City vacancies where your talents will be fully utilised and appreciated. If you have 80 wpm shorthand and 60 wpm typing with knowledge of WordPerfect 5.1/ Word for Windows & Excel/Lotus 123 & Freelance/PowerPoint - it could be the time to move.

CALLING ALL TEMPORARY SECRETARIES

Variety is the Spice of Life
Are you bored with the same faces and the same routine? If you are looking for a challenge, involvement and have excellent secretarial skills, why narrow your search to just permanent opportunities? Our temps enjoy the chance to work 52 weeks per year at competitive rates, paid holidays and assignments in a variety of companies renowned for offering terms permanent positions. If you have a minimum of a year's secretarial experience, are aged 20-30, have shorthand (an advantage) and 50 wpm typing - don't put up with second place! Call us now!

**PAN EUROPEAN
RECRUITMENT**

Sec - Equities £20,000
Sec - Asset Management £20,000
Sec - Special Mandates £19,000
Sec - Development Capital £18,000
Sec - Fixed Interest £17,500
Sec - International Marketing - £17,500
Sec - Charities Team £17,500
Sec - Corporate Services £17,500
Sec - Trading Floor £17,500
Sec - Global Fixed Income £17,500
Sec - Executive Floor £16,000
Jnr Sec - Development Capital £14,000
Jnr Sec - Int. Loss & Recovery £14,000
Jnr Sec - Non-Marine £13,000
Jnr Sec - Administration £10,000

Please call us on
0171-734 8484

BUSY TV DEPT OF INTERNATIONAL SPORTING ORGANISATION BASED IN KNIGHTSBRIDGE REQUIRES:- ADMINISTRATOR

Interesting opportunity for an ambitious person with secretarial skills to act as a point of contact between TV Dept. and production company; involving footage requests, invoice coding, shipping orders, as well as extensive liaison between departments. You will need to be a fast learner, hardworking, able to work on your own initiative and have good communication skills. Proficiency in Word for Windows essential. Salary commensurate with exp.

An interesting and varied role for a school leaver or junior secretary, to provide all round secretarial support. Must have working knowledge of Word for Windows, with the ability to operate a switchboard, an advantage. Salary commensurate with exp. Apply with letter and CV to: Sally Morley, 8 Princes Gate, London SW7 1QJ.

Paris Vous Appelle

Do you dream of working in Europe's most glamorous city? We are looking for a fully bilingual, junior secretary to join the Paris office of a blue-chip British bank. Providing full secretarial support to 2 French nationals, a lot of your written work will be in English. Applications welcomed from trained bilingual secretaries with 1 to 2 years' experience. Please call Sabine Stewart on 0171 434 4512

Crone Corkill

SAMSUNG

EUROPE

Quality.

One word speaks volumes.

PA TO EUROPEAN PRESIDENT

£22,000-£26,000

Surrey

Our client, Samsung Europe, is the world's 14th largest corporation with a turnover in excess of \$50 billion and a wide ranging portfolio of businesses ranging from electronics, engineering and chemicals to financial and information services. Quality is their by-word and is reflected in everything they do.

Recently, they have established their European Headquarters at Surbiton, where the European President is now based. Your role will involve organising a significant amount of European and worldwide travel, as well as liaison with European subsidiaries and Worldwide Offices, journalists, PR agencies and other external contacts, calling for tact,

diplomacy and, above all, strong administrative skills. Educated to at least 'A' level, including English, you will need excellent shorthand and WP skills. Aged probably 25-35, you must combine firm assertiveness with sensitive approachability at all times. Attention to detail is very important and a working knowledge of French or German would be advantageous. Significant experience in a similar senior role in a multi-national organisation is essential.

To apply, please write with full career and salary details to Mandy Hodnett, MSL Advertising Services Ltd, 32 Aybrook Street, London W1M 3JL. Please quote ref: N1471.



SHL

PA to Directors

Thames Ditton, Surrey
Package C £17,000 pa
Plus Benefits, including profit related bonus

SHL is a UK based international firm of Occupational Psychologists whose publishing, training and consultancy activities make it a world leader.

We require an experienced PA to work for two Directors whose responsibilities span both the UK and International business.

The successful candidate is likely to have experience of working in a similar position and must have excellent WP and shorthand skills, and experience of using spreadsheets. In addition, he or she must be a good organiser, able to plan and prioritise, to communicate effectively both verbally and in writing, and able to motivate others to co-operate.

Please contact our Personnel Department for further details and an application form: Saville & Holdsworth Ltd, 3 AC Court, High Street, Thames Ditton, Surrey KT7 0SR. Telephone 0181-306 4170. Closing Date: Friday 7th April 1995.

No Agencies please.
SHL is committed to Equal Opportunities and welcomes applications from both men and women and from members of ethnic minority groups.

Haysbridge (UK) Limited

General Duties/Reception. Ideal for first job/return to work. Office not essential. Salary £7,500 p.a. We are a family business in the heart of Covent Garden.

Please forward C.V.s to: 3rd Floor, 36 King Street, Covent Garden, London WC2E 8JS.

FRENCH P.A.

£22,000 + MS + Bens

A challenging and demanding opening has arisen within this International Bank for a PA with fluent French to work for a senior Executive. The position will grow into an assistant's role, offering the opportunity to get involved with clients, organise senior level meetings and provide first class secretarial support. 25-35.

Please contact Melinda Marks.

Jonathan Wren & Co Ltd,
No. 1 New Street, London EC2M 4TP
Tel No. 0171-425 1256 Fax No. 0171-425 1262

JONATHAN WREN SECRETARIES

SENIOR P.A.

£20,000 + MS + Bens

This high profile Finance House has an immediate opening for a senior PA to work for their Managing Director and Chairman. The ideal candidate will have worked at a senior level, have 90 wpm shorthand and Word for Windows experience. Duties to include diary maintenance, the organisation of hotel and travel arrangements and general administration.

Please contact Melinda Marks.

Jonathan Wren & Co Ltd,
No. 1 New Street, London EC2M 4TP
Tel No. 0171-425 1256 Fax No. 0171-425 1262

JONATHAN WREN SECRETARIES

UNIVERSITY COLLEGE LONDON MEDICAL SCHOOL

Molecular & Paediatric
Rheumatology Unit
Departments of Molecular
Pathology & Medicine

Personal/Administrative Assistant

We are looking for someone with initiative and enthusiasm to help set up an MRC-funded Unit in its new laboratories at UCL Medical School. Clinical research and patient care will be carried out by members of the Unit at Great Ormond Street and University College Hospitals. The post requires sound secretarial/administrative abilities (WordPerfect for Windows 6.0 and basic computer literacy). Good communication skills are needed to liaise with clinical and scientific staff and students of the different UCL departments and the hospitals, and the Medical Research Council Head Office.

The post holder will act as personal secretary to the Head of the Unit, and also provide a secretarial service to the rest of the Unit. In addition, the work will involve general database administration, organisation of courses and meetings, assisting with the preparation of medical illustrations and (occasional) typing of scientific manuscripts.

The post will commence on 1 April 1995 or as soon after as possible with a probationary period of 6 months. The salary is on the CRAS scale: £13,880 - £16,005 plus £2,134 London Allowance. Please send CV to: Professor Patricia Woo, Molecular & Paediatric Rheumatology Unit, Department of Molecular Pathology, UCL Medical School, Windward Building, 46 Cleveland Street, London W1P 6DB. Closing date for applications 31st March 1995.

Working toward Equal Opportunity

ASST. CONSULTANT HEADHUNTING

£25-30,000

An excellent opportunity has arisen for a graduate from a top university to work as an assistant to a headhunter. Based in the City, this position requires a candidate who has had a minimum of 2 years experience in the Securities Markets, preferably in investment banking, corporate finance or asset management. Excellent communication and presentation skills are essential for this busy and challenging environment. Candidates with fluency in a foreign language and strong computer skills would be ideal. Age 25 to 29.

Contact Alexandra Schoenfeld on 0171 626 1161 or Fax on 0171 626 9400

SHEPHERD LITTLE

ENTHUSIASTIC PA:

£21,000 + BONUS + MED

Energy and a sense of humour are a must to work in this small Mayfair property company. The successful candidate will have property experience, knowledge of Ampro/Word for Windows, 60 wpm, and audio. Excellent phone manner, presentation and organisational skills are also essential. Non smoker, car driver, preferred age 23-28. Please call 0171 499 3993

BEAUCHAMP BUREAU

GENEVA BASED PA (25-35) £45-50,000

Ambitious, confident, multi-cultural PA for Int'l businessman. Travel between Geneva, Paris & London. Must have Swiss or other relevant permit; min 140 wpm sh or 100 wpm typing. English/M/Tongue; French an asset.

Mrs Prosser, 071 259 8899,
BEAUCHAMP BUREAU

ROC

£28,000
Package

DIRECTORS SECRETARY LANGUAGES AN ADVANTAGE MAJOR INTERNATIONAL BANK

24 Days Holiday, Paid O/T, Bonus, NC Pension BUPA, Life, Health, INSTL and subsidised Restaurant

Senior Director transferring from New York is looking for a PA to work with him on trading floor in equity division. Must be self-motivated, numerate, computer literate and looking to develop a career

ROC House, 45 South Molton Street, London W1Y 1LD

Phone 071 499 8658 Fax 071 499 9002

ROC Recruitment

ROC

£15,500
+ Clothing Allowance

ROC

ONE TO ONE
PA TO MD
KNIGHTSBRIDGE OFFICES

Smart, well presented outgoing right-hand person sought by busy MD of retail specialists. Young friendly environment, become totally involved in helping run company. Organise functions, conferences and client presentations. 55 wpm, rusty shorthand an advantage.

ROC House, 45 South Molton Street, London W1Y 1LD

Phone 071 499 8658 Fax 071 499 9002

ROC Recruitment

ROC

£18,000
+ Benefits

WORK IN CONFIDENCE VICE PRESIDENTS SECRETARY INTERNATIONAL TELECOM'S

25 Days Holiday, IPSTL, Paid O/T, Pension, Life, Sports and Social Club

New position with excellent prospects at one of the world's largest companies in exciting, fast-growing market. Head for figures and ability to compose own correspondence essential. Help prepare presentations, Powerpoint useful. 60 wpm

ROC House, 45 South Molton Street, London W1Y 1LD

Phone 071 499 8658 Fax 071 499 9002

ROC Recruitment

ROC

£20,000
+ Banking Bens

ROC

EXCELLENT OPPORTUNITY
SECRETARY IN CORPORATE FINANCE
PREMIER INVESTMENT BANK

Banking Allowance, Bonus, 24 Days Holiday, IPSTL, Paid O/T, NC Pension and subsidised Restaurant

Supporting lively young high-flying director and his team. Liaising with VIP clients, co-ordinating dinners and travel, organising functions, lunches etc. Rusty shorthand crucial as is efficiency and good humour.

ROC House, 45 South Molton Street, London W1Y 1LD

Phone 071 499 8658 Fax 071 499 9002

ROC Recruitment

ROC

ADMINISTRATIVE ASSISTANT
- SALES

International publication and communication company are seeking an administrative assistant to provide support for Regional Director and Director of Sales in Preparation for ten financial conferences per year. Must be confident using WordPerfect 6.0 for Windows and have a sound knowledge of database systems. Excellent telephone and communication skills essential. Should be able to apply independent judgement whilst working in a hectic environment as a team player. European languages would be an asset. Position would be suitable for a graduate with one year's office experience.

Salary around £15,000.

Please send your CV to:

Joanna Smith, Logistics Manager,
Institutional Investor, Imperial Buildings,
56 Kingsway, London WC2B 6DX
Fax (04 171) 404 5455

OSBORNE & LITTLE plc

Fabrics & Wallpapers
SECRETARY TO THE PRESS OFFICE

Busy department requires enthusiastic young candidate with Apple Mac experience and accurate typing with good speeds. Must be articulate and well spoken.

Salary: £12,000

Please write with CV to:

The Press Office
OSBORNE & LITTLE plc
48 Temperley Road, London SW12 8QE

MW APPOINTMENTS

Specialists in Business Secretarial Recruitment
from Finance, Marketing, London EC2M 1ET

SEC/PA

£16,000 + PKG

Experienced secretary/PA is required urgently to work for 2 senior Executives of a large Loyalty Broker. The duties will include organising travel, dining, answering the telephone and taking messages. The ideal candidate will possess excellent shorthand speeds of at least 90 wpm and typing skills of 70 wpm using Microsoft Word for Windows. Insurance experience is essential for this interesting and varied position.

We have many vacancies for Sec/PAs/WPs with insurance experience for our clients based in the City.

For further information on the above and many more please call Penny
Telephone 0171 255 1155
Facsimile 0171 255 1040

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Temps! Temps! Temps!
to £10.00/hour

We urgently need experienced temporary secretaries and receptionists to join our thriving teams in the West End and City. Experience on at least one of the following WPs is essential:

- Word for Windows
- AmiPro
- WordPerfect 5.1
- WordPerfect for Windows

If you have at least 2 years' experience, a positive and flexible approach and are looking to broaden your experience, call us for an immediate interview.

City: Victoria, Joyce and Tina 0171 377 9919
West End: Lisa, Lisa, Holly and Caroline
0171 437 6832

HOBSTONES
RECRUITMENT CONSULTANTS

Exams Over!

Are you leaving secretarial college and would like to put your newly acquired typing/ shorthand skills into practice? We currently have some superb openings in Film, Media, Travel & Tourism and Banking. You will not be thrown in at the deep end but instead given lots of support while you settle into your new job. In addition, we can give expert advice on CV preparations and useful interview tips. All you will need is a committed attitude. 40wpm typing and the enthusiasm to get some of the best jobs in London! Please call Kate or Emma on 0171 437 6832

HOBSTONES
RECRUITMENT CONSULTANTS

Job Satisfaction Guaranteed!
£16,000-£18,000 + pkg

Come and join this leading financial house based in the heart of the City. Working for a dynamic team of 3 managers within this high profile department there will never be a dull moment as your strong secretarial skills are used to the full. You can expect to be dealing with clients on a daily basis, producing top level presentations and reports, managing diaries and arranging travel. Age 22-32 with 60 wpm typing - WordPerfect for Windows, a spreadsheet and French would be useful. Please call Sarah Dale on 0171 377 9919 or fax your CV on 0171 377 6455.

HOBSTONES
RECRUITMENT CONSULTANTS

Thank you for calling....
£13-15,000

Can you make a lasting impression? Do you handle incoming calls and important visitors efficiently and with a smile? Do you enjoy arranging meeting rooms, maintaining stationery levels, booking couriers and organising VIP functions? If the answer is yes and you are very well spoken with excellent presentation and a friendly and professional manner, this impressive City organisation needs you! Minimum two years reception experience required. Age early - mid 20's. Call Sarah Dale for more details 0171 377 9919

HOBSTONES
RECRUITMENT CONSULTANTS

PA/SEC TO MANAGING DIRECTOR
c£18,000

West End Fine Art Brokers

Young and expanding insurance broking company specialising in fine art, jewellery and high net worth individuals, situated in modern offices in Sloane Street require bright and enthusiastic PA to Managing Director. Duties include client liaison therefore applicant must be extremely presentable and have a confident telephone manner. Accurate typing skills essential and experience of Word for Windows preferred. Age 28-45.

Apply in writing enclosing covering letter and CV to: Managing Director, Burke Fine Art & Jewellery Limited, 136 Sloane Street, London SW1X 9AY.

ENTREPRENEUR
£20,000

Successful entrepreneur backed by a multinational company, seeking a primary national provider in the UK. The successful candidate will be responsible for the initiative, energy and organisational skills to provide full administrative support throughout and beyond the existing

Angela Mortimer
0171-726 8491

ADMIN MANAGER
£20K p.a.

City Publishing Co. have a senior opportunity for a strong administrator. Duties include: managing the secretarial staff, organising the company's printing and publishing work. Please call Sarah Dale on 0171 377 9919 or fax your CV on 0171 377 6455.

FAIRSTAFF AGENCY

BRITISH AIRWAYS EUROGATWICK

Fly to work from Gatwick.

A simple phone call could be your first step to joining the Cabin Crew at British Airways EuroGatwick. Convince us that you have all it takes, and you could soon be working from Gatwick - an airport that is known as the fast-track option for Europe-bound business and leisure travellers.

This is the chance to join a professional, caring team: as long as you have excellent interpersonal and conversational skills in French, German, Italian, Spanish - or another European or Scandinavian language. Wherever you are working at the moment, you will already be confidently speaking in your second language

BRITISH AIRWAYS
The world's favourite airline

BRITISH AIRWAYS EUROGATWICK

Fly to work from Gatwick.

A simple phone call could be your first step to joining the Cabin Crew at British Airways EuroGatwick. Convince us that you have all it takes, and you could soon be working from Gatwick - an airport that is known as the fast-track option for Europe-bound business and leisure travellers.

This is the chance to join a professional, caring team: as long as you have excellent interpersonal and conversational skills in French, German, Italian, Spanish - or another European or Scandinavian language. Wherever you are working at the moment, you will already be confidently speaking in your second language

BRITISH AIRWAYS
The world's favourite airline

1 MILLION PER YEAR

That's the number of enquiries our client generates through Television, Press, Direct Mail and other media. But, they are not only Britain's largest and fastest growing name in Direct Marketing, they are also a full-service advertising, research and marketing company with an extensive blue-chip client portfolio.

Chairman's PA

This new post offers a unique opportunity to a PA with drive and ambition. Aged 25-30, you will take responsibility for the running of the Chairman's office, directly assisting in industry studies, helping to develop internal organisation and procedures, as well as being involved in co-ordinating client accounts, plus Corporate Communications and New Business Initiatives.

Essential attributes will include high level WP skills and PC literacy, with proven creative and analytical skills, combined with a confident and assertive manner. Second languages and shorthand would be advantageous and your talents will be well rewarded.

Somerville International
Search & Selection
Little Brook House, Holford Lane, Huddersfield, West Yorkshire WF17 7BU Tel: 01484 641202 Fax: 01484 645409

THE ROYAL FINE ART COMMISSION

Personal Secretary

The Royal Fine Art Commission, an independent government-funded organisation which advises on environmental, architectural and other design issues, wishes to appoint a Personal Secretary to its Secretary. The appointee will also provide secretarial support for the Deputy Secretary and assist with other tasks as required for the Commission.

Applicants should be experienced, computer literate secretaries, familiar with WordPerfect 5.1, with good typing, and shorthand/audiotape skills.

Salary range from £12,937 to £15,880. Starting salary will depend on experience and progress through the range is related to performance. 22 days holiday. Pension scheme.

Apply for application form to:
The Secretary,
Royal Fine Art Commission,
7 St. James's Square, London SW1Y 4JU.
Telephone: 0171 839 6537

Closing date for applications:
Friday 31st March 1995.

CONTACT
PERMANENT DIVISION
P.A. TO GENERAL MANAGER
THAMES VALLEY

Our client, a dynamic telecommunications company is looking for a P.A. with at least 3 years' experience at Director level within a telecommunications environment. The successful candidate will have an excellent knowledge of the telecommunications industry, a proven ability to manage a diary, and excellent interpersonal skills. You must be proficient on Apple Mac/Windows using Word/Excel/Powerpoint/Project and Filemaker Pro, combined with good typing and shorthand skills.

Salary up to £22,000 p.a.

CONTACT
Contact Personnel
100 Spital Street, London, EC1A 3JF
Tel: (01632) 477444
Fax: (01632) 498990

Secretary in Business Affairs
c £16,000 + benefits West End

Sony Music Entertainment is one of the world's most progressive record companies. The UK and European offices are based in the West End, and incorporate our three major record labels and relevant support functions.

We have a vacancy on the Columbia record label whose extensive artist roster boasts acts such as Mariah Carey, Rod Stewart, MNS and Bruce Springsteen. The Business Affairs function is responsible for negotiating recording contracts with Artists, Managers and Producers. The Secretarial role will be responsible for fully supporting the team by typing extensive contracts, dealing with general correspondence and basic administration.

This is an ideal position for someone who is looking to utilise their legal experience which must have been gained in entertainment practice or another record label, in a fast moving and exciting environment. You must have lots of initiative and enthusiasm, an excellent organisational skills and the importance of accuracy!

If you feel you have the necessary skills and experience for this position, then please send your resume for applying, cv, and salary details to Rachel Pain, Human Resources Officer, Sony Music Entertainment UK Ltd., 10 Great Marlborough Street, London W1V 2LP. Fax: 0171 911 8749. Closing date for applications is 29 March 1995.

career moves

SNR TELEVISION PA
£25,000 +

A stylish, confidential senior PA/Sec who can totally control their home is needed by leading TV Company. Working with the MD you will be responsible for taking of calls, researching and preparing agendas for all his meetings, running diaries and acting as an interface between his office and the rest of the company, as well as looking after some personal work. An understanding of the television industry would certainly stand you in good stead to take on this extremely busy role. It is essential that you can demonstrate excellent secretarial skills (50/60 wpm) and experience in a similar position.

career moves

PERSONNEL IN RETAIL
PA/SEC TO PERSONNEL DIRECTOR
£18,000 + travel benefits

A professional secretary seeking involvement in the retail field will certainly find variety and responsibility in this role. Working for the Personnel Director you will be expected to draft own correspondence (good English), be proactive on research for reports, liaise on administrative projects etc. An organised approach is essential to take full benefit of this high profile position. Must have 80/60 skills.

PERSONNEL ADMINISTRATOR
£16,000 + travel benefits

An experienced personnel administrator will find more than enough to keep them occupied in this busy job. You will be responsible for sorting out the administrative side of the dept, managing benefits, the travel card etc. A helpful, team player will reap the numerous benefits of working for this premier organisation.

Exceptional PA to Chairman
£26,000 neg. plus benefits

Our client, whose head office is in the West End of London, is a high profile company looking for a very exceptional person to be the right hand of the chairman.

You will have a mature and self-confident approach, experience of liaising with people at the highest possible level and the ability to stay calm under pressure. Excellent secretarial and administrative skills, including shorthand, will be needed to deal with his confidential correspondence. Additionally, the ability to write your own letters is a must. Your main task is to make the Chairman's working life run smoothly, in this often hectic environment.

For more information please call the Mary Norris Organisation (agency) on 01491 579550.

ON PERSONNEL
£20,000 plus benefits

A statement of approach is relevant. The intelligence to prioritise and create a calm and supportive atmosphere where one must expect the unexpected on a daily basis are essential prerequisites in this role. Speed 100/70. All applicants positively welcomed. Contact us now at Angela Mortimer (Rex Cam) on 0171-726 8491

Angela Mortimer

OFFICE MANAGER
£17,000 SW1

The Country Houses Partner of a leading property company needs a calm, cheerful secretary/office manager with excellent organisational skills. Apart from giving the Partner 1st class back-up, your confident, mature personality will enable you to deal with staff and members of the public in a friendly yet professional manner. Fast accurate typing essential shorthand useful. Age 25-35.

PLEASE CALL 0171 377 9919

JIGSAW

INT'L MARKETING
£23,000 W.1.

European Marketing Director for the subsidiary of a large Canadian financial institution is seeking a highly motivated, energetic and highly competent PA to run the new Mayfair office, deal with enquiries in his absence and liaise with clients and sister companies around the world. Essential: computer literacy (incl. advanced Excel, Word for Windows), numeracy, rusty shorthand and basic German and Spanish. Age 25+.

PLEASE CALL 0171 377 9919

JIGSAW

ADMINISTRATOR - Treasury Ops
c£25K + full banking benefits

Top U.S. Multinational requires a highly proactive administrator/secretary for their high profile role. Together with some light secretarial duties, your main responsibility will be monitoring of departmental budgets and liaising with international offices. You must be figure oriented with exp. of financial presentations (Excel, Word), tenacious, reliable and enjoy working on your own initiative. Support potential for an ambitious and highly motivated candidate.

Call us now on 0171 377 5500 or Fax: 0171 377 5588

CROSS SELECTION

TEMPORARIES CONTROLLER

We are London's leading Language Recruitment Specialists based in luxury offices in the heart of the West End. Our clients range from leading City Banks, Commodity Brokers, Chartered Accountants and Law Firms to Marketing, Media, Property and Design Consultants. In central and outer London. Our temporary division places bilingual and English only support staff, technical banking personnel and translators/interpreters.

We are currently looking for an experienced, professional Temporary Controller (languages not essential) to work as part of a team in building up and improving our Temporary client base. Returns we offer an excellent package, career prospects, a temporary client base, returns we offer an excellent package, career prospects, a temporary client base, returns we offer an excellent package, career prospects, a temporary client base.

Call us now on 0171 377 5500 or Fax: 0171 377 5588

CROSS SELECTION

TEMPTING
To £10.00 per hour + O/time

For stimulating, rewarding and interesting assignments in Finance, particularly investment banking at rates you cannot afford to refuse. We currently need long term team secretaries to cover throughout the summer (from April onwards) and have a variety of "Temp to Perm" positions offering superb potential with some of the biggest names in the City. If you have excellent secretarial skills and a lively, flexible attitude, let Cross Selection open up more doors for you this summer!

Call us now on 0171 377 5500 or Fax: 0171 377 5588

CROSS SELECTION

Assistant to Partnership Secretary
Salary in the region of £20,000

Warner Cranston is a medium sized firm of City solicitors near London Bridge.

We are looking for an efficient and well organised assistant with excellent shorthand and typing skills to support the Partnership Secretary. As part of a busy administrative team you will not only be liaising with all levels throughout the firm but also following up on key issues and projects in a fast and efficient manner. There is tremendous scope for initiative and need for real drive.

If you are completely flexible as far as hours are concerned, and feel you would thrive with the responsibility this role entails, please forward your CV to: The Personnel Manager, Warner Cranston, Pickfords Wharf, Chink Street, London SE1 9DG

PA/ SECRETARY

A confident, well organised senior secretary is required for a busy private property & building company. An eye for detail and the ability to work both as part of a team and under pressure are essential.

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Liverpool capture Kennedy for £2m



Rush: one-year contract

BY PETER BALL

LIVERPOOL yesterday became the first of football's big spenders to act before the transfer deadline tomorrow when they beat Blackburn Rovers to the signature of Mark Kennedy, the Ireland under-21 international, from Millwall. Kennedy will cost them £2 million.

By recent standards that is small change but, in their old tradition, Liverpool are buying potential. "He is a buy for the future, but that doesn't mean he can't force himself into the side much earlier," Roy Evans, the Liverpool manager, said. "He's got the talent to do so. He can play wide on the left or up front. He's comfortable on the ball and can score goals."

Kennedy, 18, has made a considerable impression since earning a regular place for Millwall this

season and caught the eye of a wider audience when he scored a fine individual goal to help to end Arsenal's interest in the FA Cup.

Until Liverpool made a late move, Kennedy had seemed set to join Blackburn for £1.75 million, but Liverpool's decision to make a higher bid tilted the balance and made a young Irishman and his father very happy. "I have supported Liverpool since I was a boy, and my dad is a fanatic," Kennedy said. "There has always been a strong Irish connection with the club and, if I can follow in the footsteps of Ronnie Whelan and Steve Staunton, I shall be ecstatically happy."

As it is, he seemed pleased to meet a Welshman. "I'm a massive fan of Ian Rush — I've got several of his videos," Kennedy said. "He's a legend, one of Europe's greatest ever centre forwards. I met him for the

first time today. It was an honour, but now I might partner him."

As if such admiration was not enough, Rush had another reason for feeling pleased yesterday, having finally agreed a new contract. Rush had originally wanted a two-year deal, but has agreed a one-year contract, believed to take him into

Photograph — 37
Gallen called up — 37

the £10,000-a-week bracket. "Hopefully, I can do enough to persuade them to offer me another one in 12 months' time," Rush said.

Manchester United, whose hopes of a third successive championship were dented by their 2-0 defeat at Anfield on Sunday, will know after tonight's sixth-round replay whether

Crystal Palace or Wolverhampton Wanderers stand between them and a return to Wembley in the FA Cup Final. Their fate in the Premiership may remain in the balance longer but, if they do not beat Arsenal tonight, their chances of retaining the title will be slim.

United's failure to beat Tottenham a week ago, compounded by the result at Anfield, has put Blackburn into pole position. Arsenal's recent results suggest that victory should not be beyond United, but the London club's win in Auxerre and a determined performance in defeat at Newcastle on Sunday indicate that Arsenal may at last be punting their unhappy winter behind them.

Alex Ferguson, the Manchester United manager, is unhappy with his side's stuttering form. The frittering of chances, and hence

points, against Tottenham and the lack of penetration against Liverpool suggest that they are now feeling the loss of Cantona. "This club's gone beyond being a one-man team, as it was with Bryan Robson when I got here," Ferguson said. "But in the really crucial moments of games, like the Blackburn game at home, when you need someone to prise it open, Eric Cantona is the best in the business."

If United should fail tonight, the FA Cup will be their best hope of a trophy. The performance of the respective strikers may determine who they meet at Villa Park, the return of Steve Bull giving Graham Taylor some optimism while Alan Smith will be looking to Chris Armstrong to show the doubters that his £5 million tag was not unrealistic. John Humphrey, the former Wolverhampton full back, is

in line for a recall against his old club.

Failure by Manchester United would also encourage Newcastle United and Liverpool. "I still believe we have a chance of finishing second," Kevin Keegan, the Newcastle manager, said yesterday as his side prepared for the visit to Southampton, who are in more desperate need of points. A Newcastle win coupled with a defeat for Manchester United would put Newcastle only four points behind United with a match in hand. Newcastle have Howe back after a two-match ban.

Liverpool go to Tottenham without Barnes and Rush, but Jones returns after suspension. Evans insisted that revenge for their FA Cup exit mattered less than acquiring three more points towards European qualification.

Scottish clubs snub restructuring plan

BY OUR SPORTS STAFF

THE latest attempt to restructure the Scottish League collapsed yesterday when Nigel Squire, the Dundee director, said he had abandoned his efforts to bring about an extraordinary general meeting of clubs to launch a new set-up for next season. He said he had failed to muster the 59 votes required, out of 78 available, to bring about immediate change.

Squire began his campaign for reconstruction almost a fortnight ago when he sent letters to the 40 Scottish League clubs. He said that five out of 20 clubs in the top two divisions had not bothered to reply.

Scotland's four divisions of ten were introduced only this season and the new set-up was intended to last for at least five years. Under the new structure there might have been three divisions, with 16, 12 and 12 clubs respectively. Premier division clubs have four votes, the first division clubs two and 18 of the 20 second and third division clubs one each. Ross County and Caledonian Thistle, who joined the league this season, do not yet have a vote.

The decision might be of significance to Aberdeen, whose top-flight status is on the line this season. Change by next season has been suggested in some quarters as a way to preserve Aberdeen's place in the premier division, should they finish bottom or lose the relegation play-off after finishing ninth.

Squire said: "It got off to a flier then became lukewarm and has now gone cold. I've got nowhere near enough votes to call an EGM, which I understand would have to have been done by the end of March. There are possibly around 41 when 59 are needed. I won't be taking it any further myself because so many clubs didn't even bother to reply to my letter."

He said three premier division clubs did not respond, while two were against change. Five were in favour of changing the structure. "In the first division, eight clubs out of ten were pro-change but two didn't get back to me," Squire said.

More than a handful of lower division clubs also snubbed Squire's request for clubs' views. "If there is a lack of interest from clubs then perhaps that says it all. I only set about trying to find out what they thought because so many people are saying that something must be done to improve Scottish football."

"Journalists, fans and those in football themselves are complaining about the quality of our games week after week. But it seems so much easier to shout about things in newspapers than reply to a letter."

"Everyone on the Dundee board has a business to run himself so I've not got the time or the inclination to chase this up. The Hearts chairman, Chris Robinson, seems to have taken it up but I fear he may ultimately come up against the same apathy as I did."

Robinson, who has been chairman at Tynecastle for less than a year, has already held one informal meeting, attended by six premier division club chairmen.

But the Rangers owner, David Murray, for one, is against any revamp, saying it would make Scottish football "a laughing-stock" and pointing to the £28 million landed in sponsorship under the new set-up.

Today Motherwell have the chance to trim Rangers' lead at the top of the premier division to nine points when they meet Hibernian. The game kicks off at 3.30pm because the Easter Road floodlights have bulldozed for redevelopment work.

Calm finish to Oxford's late preparation



The Oxford University women's eight trains on the Thames at Henley yesterday for the women's boat race on Sunday. Photograph: Tim Ockenden

Evans puts himself out of running

BY DAVID HANDS
RUGBY CORRESPONDENT

ONE part at least of the tangled Welsh rugby union coaching equation was clarified yesterday. With the future of Alan Davies looking, at best, cloudy after the national team's failure in the five nations' championship, one possible successor ruled himself out of contention.

Alex Evans, the Australian now in his third year as coaching director to Cardiff, signed a one-year contract which will take him through to 1996. "I have thoroughly enjoyed my time at Cardiff and seeing the improvement in the team's performances," Evans said. "There is still much to achieve and I will strive to ensure that the players fulfil their potential."

Evans's striving thus far has persuaded the Wales selectors to cap eight of his players this season, though it was the

demonstration of two of them — Derwyn Jones and Hemi Taylor — which caused a rift in the selectorial ranks before the defeat by Ireland on Saturday. Evans and the New Zealanders, John Hart, were the two overseas names canvassed as alternatives to Davies but there may still be a belief among members of the Welsh



Evans: staying at Cardiff

Rugby Union that they are capable of producing their own coach.

This season Cardiff lead the Heineken League and remain cup contenders. They will be relieved that Evans, assistant coach to the 1994 Australians who toured Britain, has chosen to stay with them, though he has turned aside speculation about the national position. "As far as I am concerned, Davies is the Wales coach and Bob Norster the team manager," Evans said.

Pontypridd, the main threat to Cardiff's pursuit of the league title, play Northern Transvaal in Pretoria today. Their full squad, including Neil Jenkins, the Welsh stand-off half, has travelled to South Africa and will be back to play Old Illydians in the sixth round of the Swalec Cup on Saturday.

Jim Fleming, the Edinburgh official who handled matches

in both the 1987 and 1991 World Cups, has been appointed for the 1995 tournament. Scotland, the last of the home unions to nominate their referees for South Africa, have also appointed Ken McCartney.

Bath will be without several of their regular side for the vital Courage Clubs Championship match away to Wasps on Saturday. Victor Uboogu and Jeremy Guscott are in Hong Kong on business while Adebayo Adebayo is a member of England's Hong Kong Sevens squad and Jon Hall is resting.

Dave Hilton is out for four weeks with a rib injury sustained during the grand-slam decider on Saturday and Tony Swift has a chest injury. The absence of Uboogu and Hilton means a league debut for Kevin Yates and a recall for John Mallett.

Rosslyn Park sevens, page 36

Brazilians flock to honour Senna

Yesterday was his birthday, so the people of São Paulo hung a few more souvenir T-shirts on the line that was rigged up between two trees at the cemetery gates. They laid a protective carpet of artificial grass around his grave to cater for the increase in numbers and, amid the flowers, television reporters interviewed those who had come from far afield to pay their respects.

Ayrton Senna would have been 35 yesterday and a steady trickle of mourners made their way to his graveside. Nearly 11 months after he was killed during the San Marino Grand Prix at Imola, the country still clings to his memory. Schoolgirls pinned cardboard leaves shaped like hearts on the branches of the ipê tree that marks his resting place and somebody had strung up a banner that read: *Feliz aniversário, Ayrton Senna do Brasil*.

Senna, three times the Formula One world champion, has joined that select

Oliver Holt sees emotional scenes at the São Paulo graveside of a national hero

band whose graves become places of pilgrimage, worshipped in death as they were in life. The continued reverence is uplifting but, as with the vigils around the grave of the singer, Jim Morrison, in Père Lachaise cemetery in Paris, so here on the small hill in the Cimetière do Morumbi, the dignity of the dead suffers in the scramble to pay homage.

The occasion carried more immediacy here because the city hosts its first grand prix without Senna on Sunday. The organisers say ticket sales are up and posters are pushing the candidacy of Rubens Barrichello as the heir to Senna, but everyone knows the atmosphere will not be the same without him.

The strain on the Williams team will be intense. Most Brazilians hold Damon Hill in esteem but some also blame Williams for the death of their idol. They point the finger at the car not the driver for the accident which killed him. Nevertheless, Hill and Frank Williams, the team owner, attended the launch of the Ayrton Senna Foundation here last night. The Foundation is a charitable project to effect educational and social improvement in Brazil and is funded by the sale of merchandise such as the Senna watch, \$3,000. Senna sunglasses, \$400, and Senna pens, \$1,200.

The invitation beckons you to "the realisation of a man's dream". Cynicism creeps in but then you feel the grime and the toil of this urban sprawl and see the reality of the slums, and people paying for a piece of the memory of Ayrton Senna does not seem so bad anymore.

Schumacher's retreat, page 38

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Football star
critically ill

Dave Cooper, 39, the Rangers winger who played 22 times for Scotland and won every domestic honour, was in critical condition last night after collapsing with a brain haemorrhage while filming a TV coaching programme. Page 40

INDEX	
Births, marriages, deaths	35-36
Books	35-36
Bridge	35-36
Chess	35-36
Law Report	35-36
Leading articles	35-36
Letters	35-36
Obituaries	35-36
TV & Radio	35-36

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